

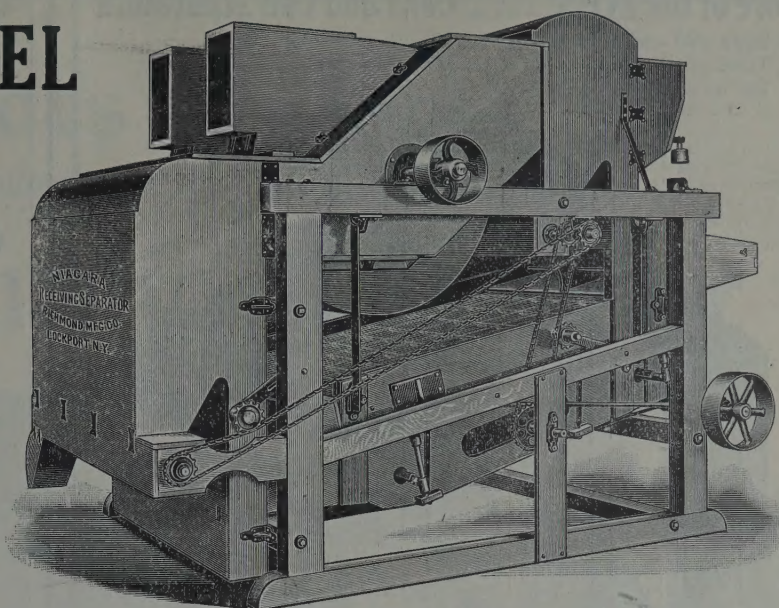
McDANIEL GRAIN DRIER

Will remove from grain any percentage of moisture desired. Hot or cold air or both can be used.

Built for any capacity.

Guaranteed satisfaction.

Hundreds in daily use.



NIAGARA RECEIVING SEPARATOR

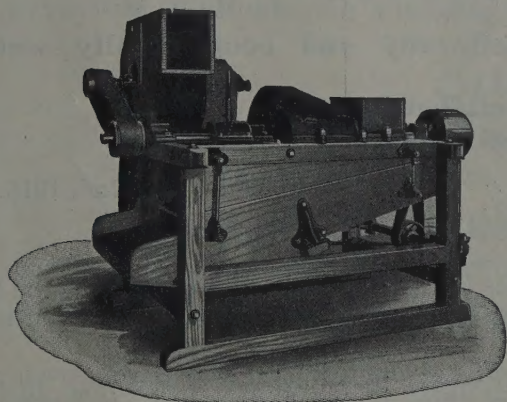
Especially adapted for cleaning all kinds of grain. Steel sieves. Deep ring oiling boxes. Cleaners that keep the sieves clean at all times.

Built of steel, wood, or wood covered with steel, in capacities from 30 to 4000 bushels per hour.

Write Us

RICHMOND MANUFACTURING CO., Established 1863 **Lockport, N. Y.**

The *Sidney* Corn Sheller and Cleaner Combined



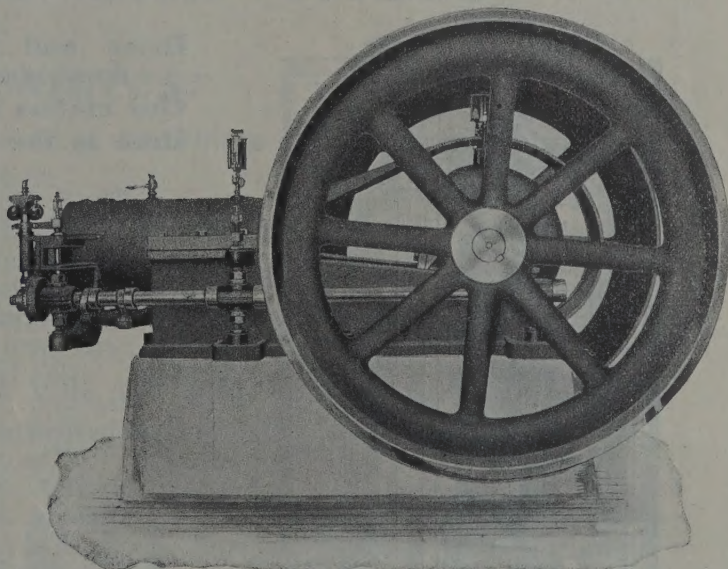
Made to shell and clean corn perfectly and will do so at rated capacity. Made in all sizes, has adjustable cylinder so that the cylinder of sheller can be adjusted to the condition of the corn while machine is in motion. Fan made to discharge in either direction.

When in the market for **Shellers, Cleaners, Drags, Dumps, Man-lifts, etc.,** write us for catalog and prices.

THE PHILIP SMITH MFG. CO., Sidney, Ohio

Gas Power for the Elevator

Place a St. Marys Gas Engine in your elevator and stop your coal bills.



The gas engine in the elevator is the most up-to-date power that can be used.

CLEAN POWER. SAFE POWER.

Low cost of operation. Always ready without keeping up steam.

With a St. Marys engine all the fuels may be handled with ease:—gasoline, distillate, naphtha, kerosene, producer and natural gas.

2½ to 480 H. P.

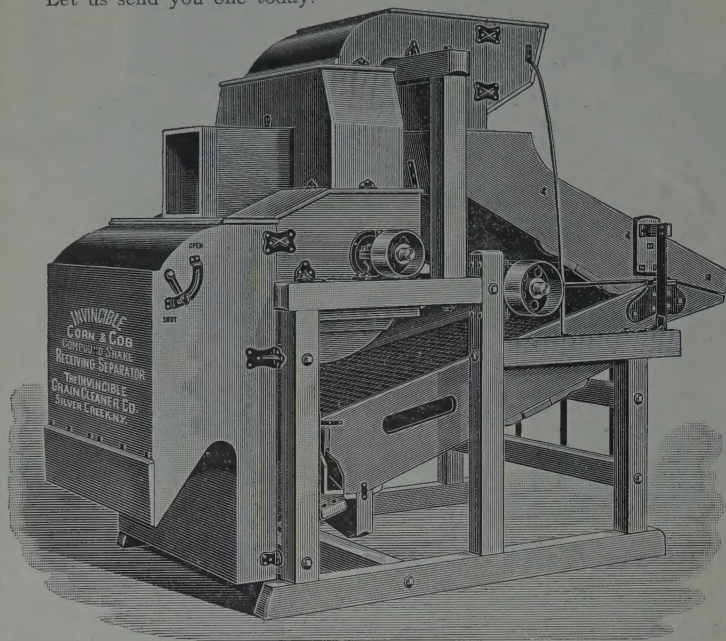
ST. MARYS MACHINE CO.

Factory:

ST. MARYS, OHIO

More of the INVINCIBLE Corn and Cob Separators

are being sold and used today than all others combined—
There is but one reason for it—they do the work better than others.
Let us send you one today.

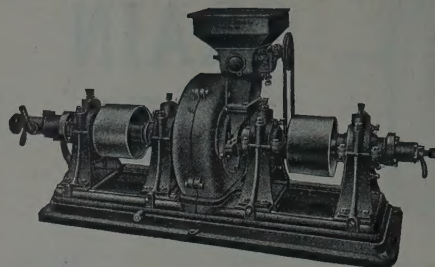


INVINCIBLE GRAIN CLEANER COMPANY
SILVER CREEK, N. Y., U. S. A.

—REPRESENTED BY—

J. H. Pank, 512 Traders' Bldg., Chicago, Ill.
F. J. Murphy, 225 Exchange Bldg., Kansas City, Mo.
The Strong-Scott Mfg. Co., Minneapolis, Minn.
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.
Frank E. Kingsbury, Terminal Hotel, St. Louis, Mo.
J. J. Ross Mill Furnishing Co., Portland, Ore.
Chas. H. Sterling, Jefferson House, Toledo, Ohio.
C. Wilkinson, 6027 Chestnut St., Philadelphia, Pa.

Sharp, Clean and Fine



That's the
kind of feed
grinding you
can do if you
have a

Monarch Attrition Mill

and it's one of the kind that
doesn't balk and break down. It
is built to stand hard work and
lots of it.

**It will mean a bigger profit in your
feed grinding.**

Ask for a copy of our Feed and Meal Milling Catalogue No. 26

SPROUT, WALDRON & COMPANY
Box 320, Muncy, Pa.

"EUREKA" Patented Grain Dryer Cooler and Conditioner



Dries and aerates uniformly and economically wet or
damp grain.

Our claims are substantiated by users.

Here is the system and what the user reports.

The S. Howes Company,
Silver Creek, N. Y. Toledo, Ohio, July 2nd, 1910.

Gentlemen:

We have your letter of the 1st inst., and are returning the Bond
under separate cover, as we consider the Dryers all that you repre-
sent them to be.

We have given them a severe test, and they have proven satis-
factory. The drying is uniform, and the capacity is larger than
they were purchased for.

The corn on which they were tested contained before drying 19
and 20% of moisture, and the tests show that 5% was taken out of corn
dried at the rate of 800 bushels per hour, and 2% at 1200 per hour.

The principles are correct and we are well pleased with our plant.

Wishing you success, we remain, Very truly yours.

The East Side Iron Elevator Company,
A. W. Boardman, Sec'y.

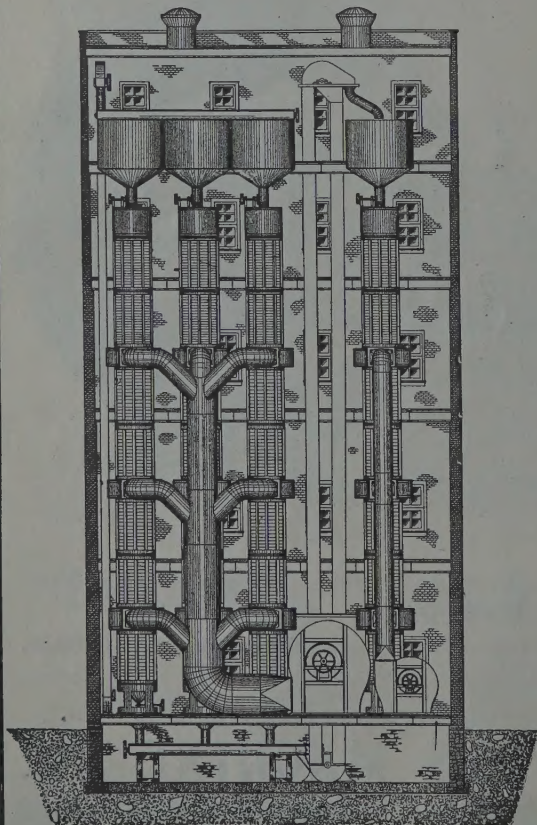
We cover our guarantees with a Bond. We accept all the responsibility

SOLE MANUFACTURERS

The S. Howes Company

Originators of the Highest Grade Grain Cleaning Machinery

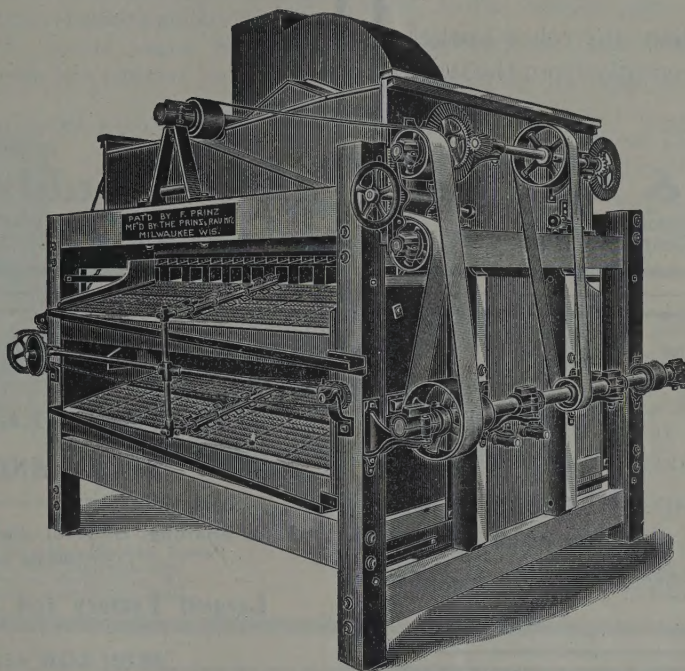
"EUREKA WORKS" - - - SILVER CREEK, N. Y.



Two Grades of Grain

Can be treated independently at the same time on a

Prinz Automatic Separator



In other words, one of these Separators is equivalent to **two complete machines.**

The Separator can, when desired, mix the two grades in the most perfect way, making it invaluable to all who do a mixing business.

Some Features:

EXTRA WIDE SIEVES, composed of two-thirds coarse sieves and one-third seed or sand sieve.

PATENTED AUTOMATIC SIEVE CLEANERS, working on top of the sieves.

EXTRA STONG FRAME, insuring smooth and steady running.

Send us your name and address and we will tell you where you can see our Separators in operation in your vicinity.

THE PRINZ & RAU MFG. CO.

MILWAUKEE, WIS.

Represented by W. G. Clark, 701 Fisher Bldg., Chicago, Ill.; A. H. Kirk, 1-A Chamber of Commerce, Minneapolis, Minn.; F. E. Lehman, 124 Board of Trade, Kansas City, Mo.; C. H. Near, 757 Ellicott Square, Buffalo, N. Y.; M. D. Beardslee, 106 Piquette Ave., Detroit, Mich.
European Representatives, Ingenieur Bureau "Zwijndrecht," Prins Mauritsplein, La, The Hague, Holland.



Elevator Screw Conveyors Buckets

Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

SEND FOR CATALOG No. 34.

H. W. Caldwell & Son Co.

CHICAGO, 17th St. and Western Ave.
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.



Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

H. W. Caldwell & Son Co.

CHICAGO, Western Ave., 17th-18th St.
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.

Will You Need Elevator Machinery or Supplies This Year?

Prices are advancing—order early, or send for estimates. Best goods—best prices.

GRAIN DEALERS' SUPPLY COMPANY

305 South Third Street Minneapolis, Minn.

General Agents for Avery Automatic Scales for Iowa, Minnesota and the Dakotas. They are accurate, durable, simple.

Elevator Machinery and Supplies

FLOUR AND FEED MILL MACHINERY

STEAM AND GAS ENGINES

Pulleys, Shafting, General Power Transmission Machinery, Roll Grinding and Corrugating

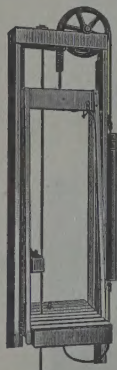
Largest Factory and Stock in Western Country

SEND FOR 450-PAGE CATALOG

GREAT WESTERN MFG. CO.

General Office and Factory
LEAVENWORTH, KAN.

Warehouse and Salesrooms
1221-1223 Union Ave.
KANSAS CITY, MO.



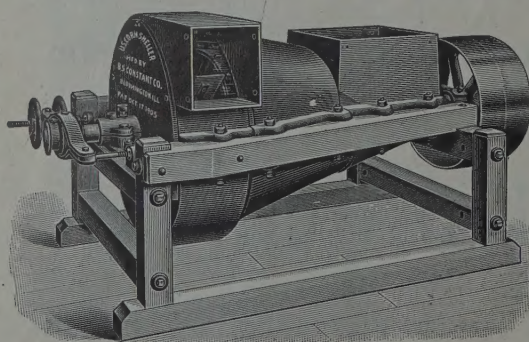
The CONSTANT MAN LIFT

IS ALWAYS READY TO SERVE YOU

It is a pleasure to go to the cupola as the Ball Bearings make it the easiest operated Manlift on the market. The Safety Catch makes it safe. It is quickly adjusted for different weight men and, best of all, the Fire Insurance Company write us they will give users a credit on rates. State distance between floors and receive our Net Price.

The U. S. FAN DISCHARGE CORN SHELLER

has exclusive features which makes it the best of its kind.



For instance the **QUICK REPAIR** advantage makes it worth more money to you on a busy day than you realize. Only 30 minutes, or less, to renew a shell or other casting. Lock wheel Adjustment on all our Shellers. Takes up less space, is positive and can be operated while Sheller is full of corn and running.

NO MORE SUPERFLUOUS CRACKED CORN.

Send us your specifications for lump price.

B. S. CONSTANT CO., Bloomington, Ill.

Traveling Representative: N. A. GRABILL, Anderson, Ind.

SMALL COST——BIG RETURNS

This is the story of classified advertising in the "American Elevator and Grain Trade." You can sell your elevator or machinery quickly and cheaply through an ad in its columns

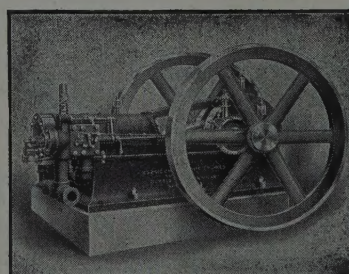
WRITE FOR RATES

MITCHELL BROS. & CO., 315 Dearborn Street, Chicago, Ill.

THERE is no power requirement too small for

Du BOIS

Gas and Gasoline Engines



Our engines are especially designed for the small and moderate user of power, and even our 5 H. P. Engine has the same perfect principle of design as our larger sizes (up to 375 H. P.)

There is no necessity of putting in an expensive steam plant, or continuing to use horse power or other primitive methods, when Du Bois Engines are so inexpensive to install and operate.

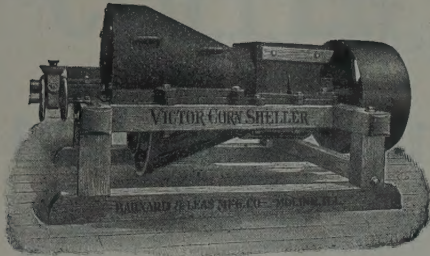
Write us your needs fully, and ask for Catalog "I," which illustrates our Producer Gas Plants and Engines and Portable Power Plants.

Du BOIS IRON WORKS

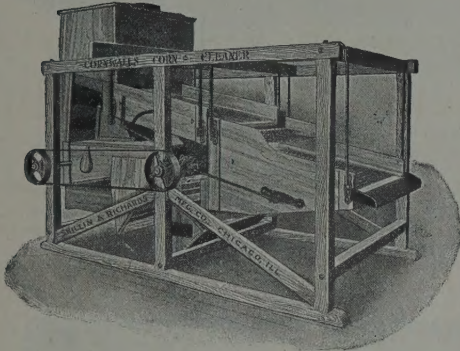
809 BRADY STREET,

Du Bois, Pa.

Machines to Handle the Corn Crop



Victor Corn Sheller



Cornwall Corn Cleaner

Prospects are good for an immense corn crop this year.

Are you prepared to handle it?

It will pay you to investigate our complete line of Corn Shellers and Cleaners.

The Victor Corn Sheller and Cornwall Corn Cleaner are standard machines of their class. These machines will enable you to handle it to best advantage. For efficiency, capacity, strength and durability they have no equal.

We also make Feed Mills with Ball or Standard Bearings, Separators of all kinds for Mill and Elevators, Scourers, Aspirators, Grain Dryers of all capacities and Cereal Mill Outfits.

SEND FOR LATEST CATALOGUE

BARNARD & LEAS MFG. CO.

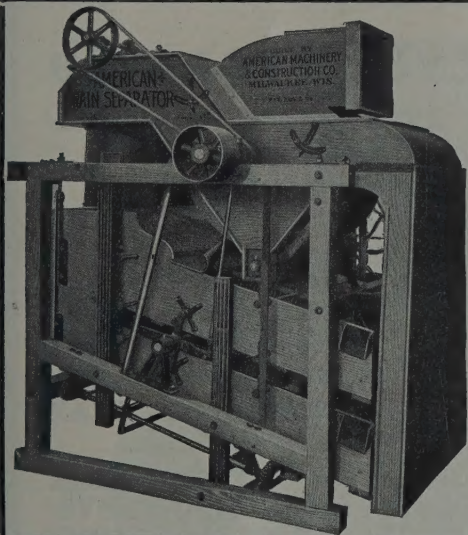
Mill Builders and Mill Furnishers

MOLINE, ILLINOIS

SPECIAL SALES AGENTS

Barnard Mfg. Co., Spokane, Wash.
M. M. Snider, 1533 E. Walnut St., Des Moines, Iowa
W. S. Brashear, 421 E. Pine St., Springfield, Mo.
Wm. Ebert, 2028 Midland Avenue, Louisville, Ky.
C. B. Donaldson, 568 Oak Street, Columbus, Ohio.

H. J. Creager, P. O. Box 1595, Salt Lake, Utah.
Geo. J. Noth, Tel. Harrison 5597, 402 Monadnock Block, Chicago
U. C. Darby, Williamsport, Md.
Willford Mfg. Co., Minneapolis, Minn.



Perfect Pneumatic Cleaning, combined with thorough sieve separations are possible only with the American Grain Separator

¶ Not only does this machine clean more thoroughly, at a much greater capacity than any other, but it also saves 50% in power. It is entirely automatic in operation, requires much less space, runs absolutely quiet, and therefore does not have to be braced to keep it in place.

¶ It is the only grain cleaner which will extract positively all refuse of a lighter nature than the grain to be cleaned. It pneumatically extracts impurities that it is impossible to extract by any other method or device.

Write now for full information, which will be of great value to you.

American Machinery & Construction Co.

MILWAUKEE, WISCONSIN



YOU'LL BE HAPPY
WITH A
"NEW ERA"
Passenger Elevator
It is the EASIEST RUNNING
SAFEST
BEST

It has many exclusive features.
Write for
information and prices.

Sidney Elevator Mfg. Co.
SIDNEY, OHIO.

NEW MARSEILLES DUSTLESS CYLINDER CORN SHELLERS

WE MAKE Hand and Power Corn Shellers, Horse Powers, Feed Grinders, Portable Elevators and Wagon Dumps, Pump-Jacks, Grain Elevator Machinery and Supplies.

Made in Several Sizes, Both Stationary and Portable Styles.



POSITIVELY GUARANTEED to shell either shucked or unshucked corn faster, with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market. Send for Catalogue.

SPEAKS FOR ITSELF

Gainesville, Texas, May 12, 1908.
Marseilles Mfg. Co., Marseilles, Ill.—Gentlemen:—We purchased the first Shuck Corn Sheller you ever made, some eighteen or twenty years ago. Since then we have bought 12 or 15 of them, representing every improvement, and expect to buy several more this season. We have bought one or more of about every other make and think we are competent judges of such machinery. Your Shellers husk and shell the corn off the cob more thoroughly; save it more completely; clean both the shelled corn and the cobs more perfectly; require less power in proportion to capacity. are more durably constructed and cost less, loss of time and cost of repairs considered, than any sheller we have ever used. We have thrown out every other kind of Corn Sheller we ever bought and have replaced them with yours. KEEL & SON. By J. Z. Keel.

MARSEILLES MANUFACTURING COMPANY, Marseilles Ill

Branch Houses and General Agencies at Principal Distributing Cities.

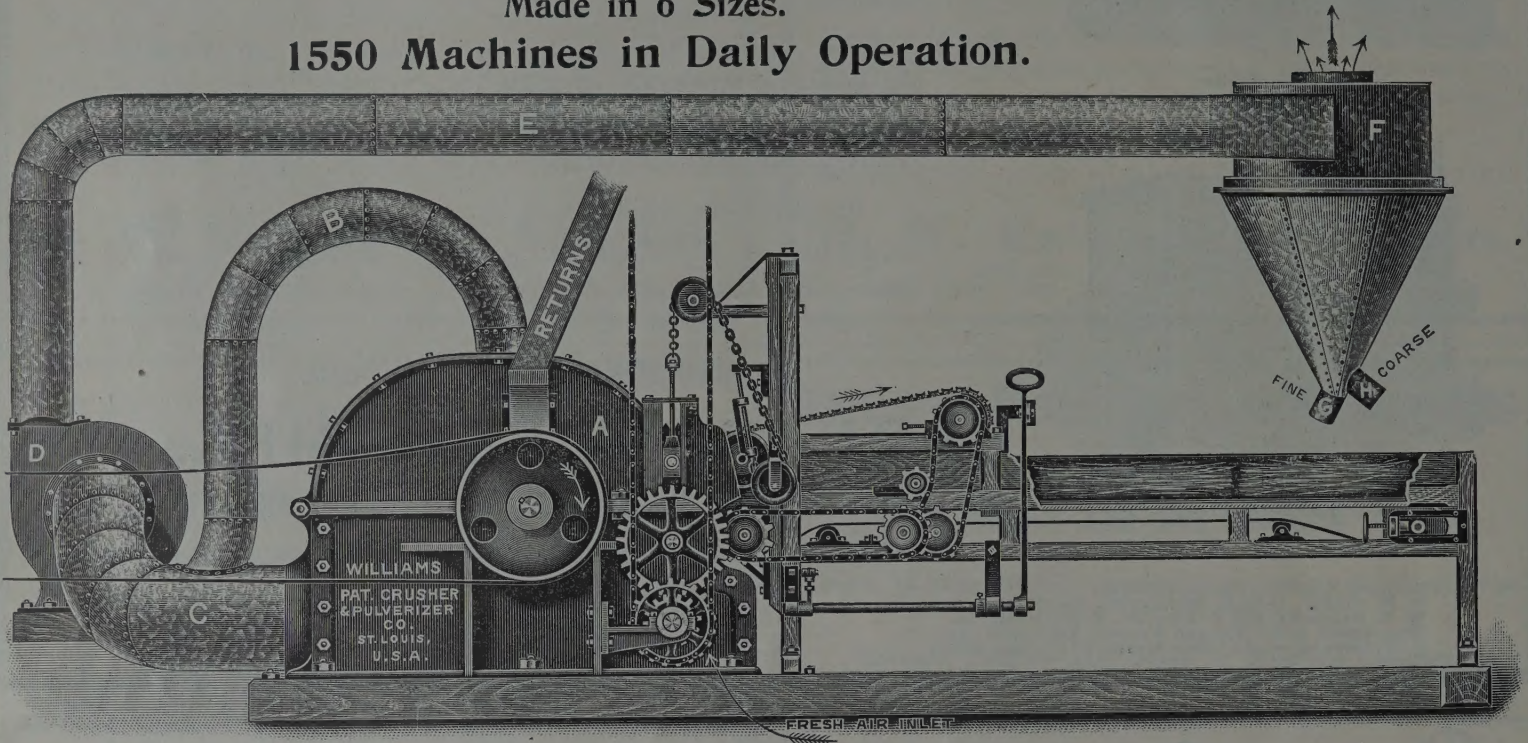
Want ads. in this paper bring results.
Rates on application.

SCRAP that troublesome Alfalfa Grinder and put in the WILLIAMS SYSTEM—Make Some Money for your Stockholders —GET RESULTS. You can only get such results from

The Williams Patent Alfalfa Grinding System

Made in 6 Sizes.

1550 Machines in Daily Operation.



THE ONLY VERSATILE FEED GRINDER EVER PRODUCED

They will reduce EAR CORN with the HUSK on.
They will reduce ALFALFA HAY from the BALE or from the STACKS.

They will reduce ALFALFA HAY and EAR CORN together.

They will reduce ALFALFA HAY and SHELLED CORN together.

They will reduce ALFALFA HAY and OATS together.

They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.

They will reduce ALFALFA HAY and PEA VINES.

They will reduce EAR CORN ALONE or SHELLED CORN ALONE.

They will reduce OATS ALONE.

They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

We have a corps of competent milling engineers in the field making estimates and taking contracts for the installation of complete alfalfa meal plants, from the stump up.

For Further Information

Write for BULLETIN No. 7

They will reduce ANY FORAGE material or CEREAL, together or separately.

They will reduce GREEN CORN from the field.

They will reduce CLOVER HAY, TIMOTHY or ANY KIND OF STRAW.

They are CUTTERS when desired, GRINDERS when desired and SHREDDERS when desired.

They are COB CRUSHERS when desired.

They will reduce COARSE OR FINE by changing cages.

They will reduce OAT HULLS, RICE HULLS, FLAX SHIVES or any other FOOD MATERIAL.

They produce two grades of goods AT THE SAME TIME, coarse or fine, BY OUR COMBINED SYSTEM OF COLLECTING AND SEPARATING.

They WILL GIVE DOUBLE THE CAPACITY FOR THE POWER EXPENDED AND COST FOR REPAIRS OF ANY KNOWN GRINDER ON EARTH.

Write for Catalog of the Noxon

Automatic Hay, Meal and All Around Feeder

Southwestern Representative: A. G. Olds, Care Manhattan Hotel, Wichita, Kan.

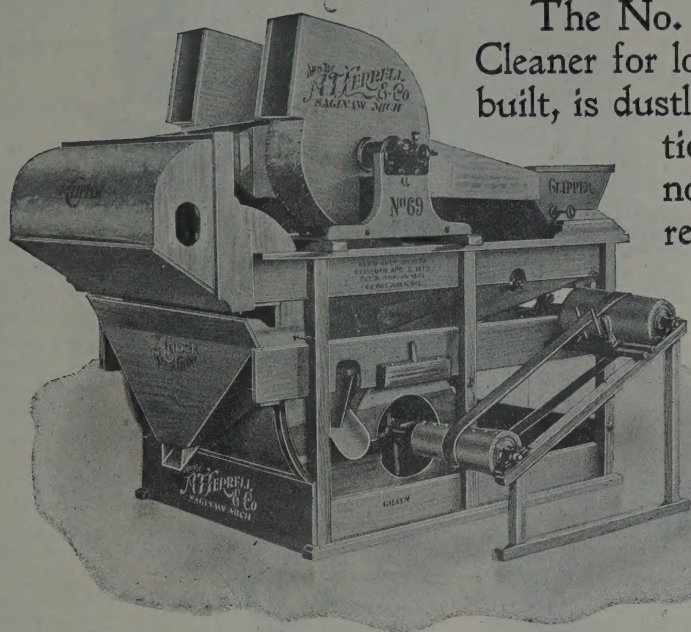
Pacific Coast Representative: O. J. Williams, 428 Monadnock Bldg., San Francisco, Cal.

Texas Representative: D. J. Hayes Co., 615 Washington Ave., Houston, Texas.

THE WILLIAMS PATENT CRUSHER & PULVERIZER COMPANY

2701 North Broadway, ST. LOUIS, MO., U. S. A.

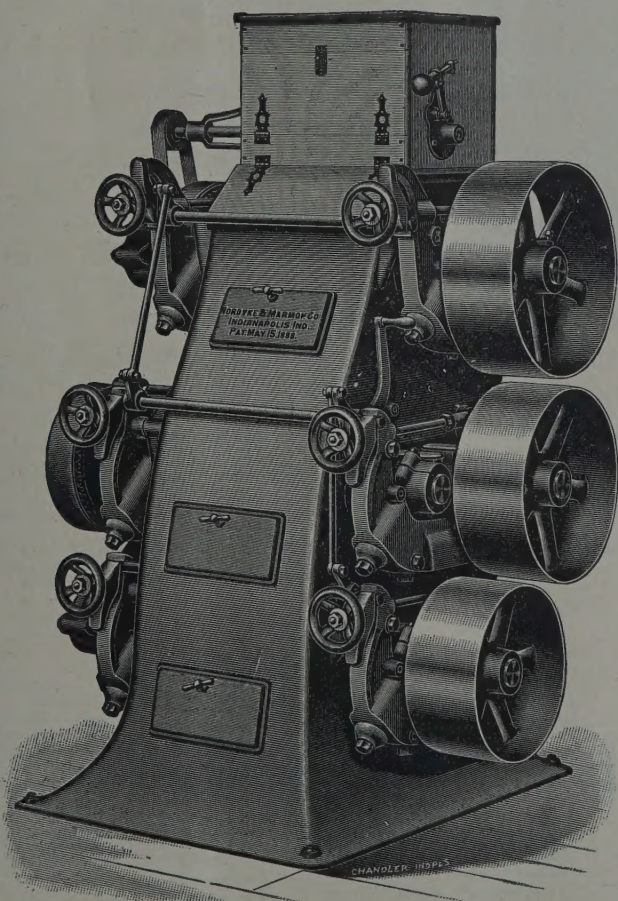
"CLIPPER" Grain and Corn CLEANERS



The No. 69 Clipper is a first class grain receiving Cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other Grain Cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would be glad to show you what we have. Our line of clover seed cleaners are strictly up to date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

A. T. FERRELL & CO., :: SAGINAW, W. S., MICH.



The N. & M. Co.

THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

Send for Catalogue

ELEVATOR SUPPLIES

We carry a complete stock of Heads and Boots, Elevator Buckets and other Elevator Supplies. All orders are given the very best of attention.

Nordyke & Marmon Company

America's Leading Flour Mill Builders

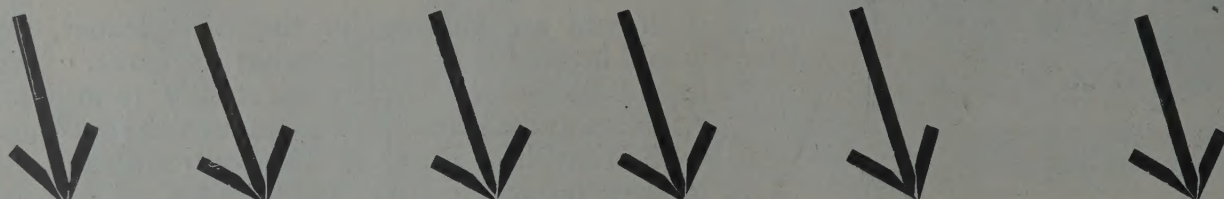
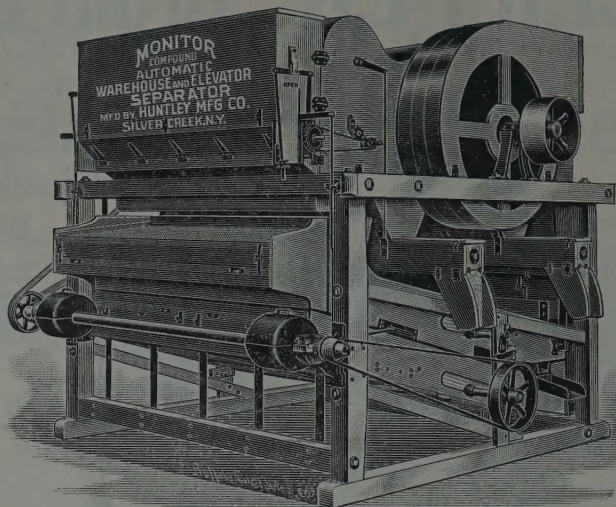
Established 1851

INDIANAPOLIS, IND.

MONITOR AUTOMATIC GRAIN CLEANER

Fully protected by broad patents.

UNLIKE ANY GRAIN CLEANING MACHINE
MANUFACTURED.



A NEW WAY TO CLEAN GRAIN

We offer you a new method of cleaning grain. We can simplify your present methods of cleaning, and introduce into your present system greater economy in cleaning grain than you have ever experienced. First, we have to offer a machine that is entirely automatic. It will operate continuously, day in and day out, with precisely the same close calculated results. The ease of regulation for each operating part is beyond comparison. New perfected features have been incorporated—these improvements are new things in grain cleaner construction. This machine will take care of itself—even oiling is dispensed with, as the bearings and eccentrics carry a supply of oil sufficient for several weeks steady use. Secondly, we offer you the means of correcting the costly operating expense of your present cleaner. You are guaranteed a saving in shrinkage loss over your present outfit, closer, better separations, also a saving in power, operators' services and cost of up-keep. A new illustrated, descriptive circular sent on request.

**IT
COSTS
TOO
MUCH**

to handle grain by inferior methods. We can show you a remedy. Allow us to talk this over with you.

HUNTLEY MFG. CO., Silver Creek, N. Y.

MINNEAPOLIS, MINN.—A. F. Shuler, 316 Fourth Avenue, South
CHICAGO, ILL.—F. M. Smith, 608 Traders Building
PORTLAND, ORE.—C. J. Groat, 404 Concord Building
KANSAS CITY, MO.—J. H. Henderson, 1 Board of Trade

SPECIAL
AGENTS

HOUSTON, TEXAS—D. J. Hayes Co.

ST. LOUIS, MO.—S. J. McTiernan, 25 Merchants Exchange
JACKSON, MICH.—A. H. Smith, 206 Lansing Avenue
AKRON, O.—A. S. Garman
OWEGO, N. Y.—J. H. Foote

The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXIX.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1910.

No. 3.

[By Telegraph.]

COUNCIL OF GRAIN EXCHANGES.

The fall meeting of the Council of North American Grain Exchanges was held in the Board of Managers Room of the New York Produce Exchange, on September 12 and 13, President James Bradley of Chicago in the chair.

The first session was called to order at eleven o'clock; and after roll call President Bradley made a brief address upon the work before the Council, its objects and aims. Concluding he introduced E. Pfarrius, of New York City, who made an address "To the Farmer," being certain "information and recommendations regarding further scientific cultivation and fertilizing of grain fields," as follows:

TO THE FARMER.

BY E. PFARRIUS.

Gentlemen:—At your request, expressed to me at our last meeting in February in Chicago, I have prepared an address to the farmer, stating in a plain and practical way the present situation of our agricultural conditions, in comparison with other nations. We have been leading exporters of grain in former years, but have lost that position. There is no reason why our farmers, following the example of those in other countries, should not be able to increase the wheat yield, within a short time, to 25 bushels per acre, which on the present area under cultivation would give us more than a thousand million bushels of wheat, thereby re-establishing our former exporting position. Such new condition would do away with our constant fright of not having enough wheat for home consumption. It would give to the markets larger stocks, which are as much needed to the general feeling of safety and contentment as a deposit in the bank is to the average man. With the larger yield of cotton, corn, oats and other produce, every other article will slowly find a lower level of price and the talk of high cost of living will become a thing of the past. My address to the farmer is as follows:

The object of this address is, through the Council of the North American Grain Exchanges, to congratulate the farmer of winter wheat upon the satisfactory result of this year's labor, especially gratifying by the somewhat enlarged revenue per acre; and to speak encouraging words to the spring wheat farmer, whose fields in many sections of the Northwest have been disastrously hit by this summer's long drought.

Nature certainly cannot be dictated to, and the sooner we conform our ways in such manner as to assist it as much as possible in our limited power, like a doctor trying to help and alleviate the pain of the sick, the sooner shall we be benefited. To keep pace with other nations and in consideration of our growing population, we must find means to increase our agricultural production. The time of scratching the top of virgin soil and harvesting a bountiful crop is past in our principal grain growing states. We have in many large sections, especially in the East, absolutely worked out the soil. The most serious thought ought to be given to rebuilding or rejuvenating it.

The Northwest, in spite of the drought, reports some good average wheat crops, where fields have been properly cultivated, while the indifferent neighbor made no crop whatever. There is no doubt in the mind of soil authorities of this country and Europe that land well attended to and fortified by proper fertilization will stand many of nature's hard blows, while soil indifferently cared for will hardly repay the labor.

The American farmer does not enter upon an "aeroplane trip in unknown Arctic regions," he simply follows the hard-earned but well-proven experience of other nations, when he applies new scientific methods to improve his land and insure a crop. It took England fifty-two years to rejuvenate her soil, where nowadays thirty-two bushels of wheat per acre are raised against an average of fourteen and a half bushels in this country.

Without proper cultivation and using no manure nor fertilizers, English experiments today show only eleven and a half to twelve bushels per acre. I know of American farmers, who on good-sized tracts of land raise fifty-two bushels of wheat and seventy-three bushels of corn to the acre. One bushel additional of wheat per acre gives to the United States forty-eight million bushels larger yield.

The time for preparing the soil for the new winter wheat crop is near. The Washington Agricultural Bureau, the Agricultural Commissioner in every state, the directors and managers of agricul-

tural experiment stations, are within easy reach and at the farmer's disposal for information and instruction. Every grain exchange and every railroad official in this country is impressed with the necessity of giving assistance whenever requested.

The American farmer is generally well-to-do. Why should he when prosperous not buy a modern motor car as well as the small town banker. He makes money circulate in that way, sees and observes more of his own and other farms; his and his family's world view obtains wider opportunity. The grain exchanges are glad to know him in closer relation with outsiders, and to see any remaining animosity on his part toward exchanges forever disappear. We are all working on a mutually common ground for the improvement of this country's agricultural condition.

For over forty years in the grain business here, we have experienced tremendous evolutions. For instance, we have exported in former years considerable quantities of rye to Germany and other foreign countries. This year we see rye imported from Germany, which, besides the ocean freight of five

cents per bushel, paid an import duty of ten cents per bushel.

In flaxseed, the United States exported:

In 1902 About \$4,500,000

In 1905 About \$6,750,000

Thus far in 1910, we have imported and bought flaxseed from Argentine and Calcutta to an amount exceeding nine million dollars, and paid twenty-five cents per bushel import duty (on which an equivalent of nine cents is rebated for the exportation of pressed oilcake, so that the flaxseed importer really figures on sixteen cents per bushel duty on flaxseed). When our country had a surplus of flaxseed for export, it was sold at \$1.05 to \$1.15 per bushel; when our crop is deficient, as during the last and present crop year, foreigners make us pay from \$2.00 to \$2.50 per bushel for our needs.

If farmers in the Northwest do not put the soil in condition for richer fertility to raise more flaxseed, unquestionably we shall soon be at the mercy of foreigners and obliged to pay any price. The annual consumption of flaxseed in the United States is 26 million bushels; 1910 crop estimated at 15 million bushels.

In oats, the United States has during the last year imported a fair quantity from Canada, paying fifteen cents per bushel import duty.

The above statements show that we have during 1910 imported three different kinds of grain, all of which up to a comparatively short number of years ago were exported, when we turned the balance of trade in our favor by shipments to foreign lands.

What is the reason for this unfortunate change? Have we lost our land, our money or wit, that other countries can under-sell us in spite of our high tar-

iff wall? Do we need larger or new territory, or must we practice closer application of scientific cultivation on land at our disposal? I refrain from answering these simple questions, but refer to the utterances of the following great men:

Abraham Lincoln, in an address to the Wisconsin State Agriculture Society, some fifty years ago, suggested a greater thoroughness in all departments of agriculture:

"The thought recurs that education and cultivated thought can best be combined with agricultural work or any labor on the principle of thorough work. Unquestionably, thorough cultivation will require more labor to the acre, but will it require more to the bushel? To speak within bounds, it is known that fifty bushels of wheat or one hundred bushels of corn can be produced from an acre."

If Lincoln should now see an average of fourteen and one-half bushels of wheat and thirty-five bushels of corn per acre, and look at the deserted farms in the United States on sixteen thousand square miles, which is equal to an area twice the size of Massachusetts; if Lincoln could look at the new Library Building in New York City, costing millions of dollars, and also at the abandonment of unproductive farms within twenty miles of this library, would he call this prosperity in agricultural conditions?

Ex-President Roosevelt, after returning to civilization from the interior of Africa, in his very first speech at Luxor, on March 23, 1910, said to African inhabitants:

"The prosperity of every country will be reduced unless the essentials rest upon agriculture. Education must be a step not away from the farm, but in the direction of the farm."

No better work has been done in the movement for the upbuilding of agriculture, and no nobler example to other states can be exhibited than such given in Minneapolis of the late Congress of Minnesota Farmers, where Governor Eberhart and Archbishop John Ireland spoke in eloquent and telling words.

The Governor said: "By careful experiment it has been demonstrated that under the average tillage, without rotation of crops, proper selection of seed and adequate return of fertilizer to the soil, the average farm barely pays for the cost of labor and seed, and leaves no profit for the owner on the investment. On the other hand, ten years of rotation experiments at the Minnesota State Agricultural Station demonstrate that a simple five-year rotation plan on a tract alongside of those that were profitless not only paid all labor cost and fixed charges, but yielded a net profit of six dollars per acre, besides bringing about a steady annual improvement of soil fertility and crop yield. Applied to Minnesota's thirty million acres of crop under plow, an improvement in crop rotation and soil fertilization that would add only three dollars per acre to net profit, would add ninety millions of dollars to the annual farm income, which is four times the amount of taxes collected for all purposes in Minnesota."

Further on in his address, Governor Eberhart declares, what may apply to most if not all of the United States: "Were I to make even an approximate estimate of farm losses from bad tillage, robbery of soil elements, bad roads, neglected drainage, forest and mine waste, neglect of machinery and buildings, wasted stream resources, fertilizers dissipated in the air, not to mention the waste of human energy, health and life, the people of Minnesota, whom I have the honor to represent, would rise up in indignation and declare that I was trying to destroy the good reputation of our state."

Archbishop Ireland, in his closing remarks, said: "We should waste nothing of the bounties of the state, nor in our haste for immediate profit forget its future destinies and those of the population who in years will take our place in upbuilding Minnesota. No man lives for himself alone, no generation of men lives for itself alone. In the eyes of the Great Giver of good things, we are trustees—trustees for the men of today, trustees for the men of tomorrow!"

The room of this Council is the last place in which to give voice to pessimistic views of the future; the contrary is the case. So long as we see that the country at large realizes the true position, then remedies for the evil may be found. We have today ten thousand students in agricultural colleges, being taught scientific farming methods. In Minnesota, Arkansas, New York and Missouri, there have been conferences to advocate agricultural improvements. It may interest some to know that last April in the Hampton Institute (Virginia) colored students gave a dramatic presentation of the "New Farming Idea" before an audience of twelve hundred people.

If the United States reach a population of one hundred and twenty-five million people within twenty years, as predicted by Mr. James J. Hill, we have to look out for larger crop yields. The country under such necessity to feed more people could



PRESIDENT JAMES BRADLEY.

ill afford to make such small wheat crops as we have had twice within only ten years.

In 1900 total wheat crop of U. S. was 522 million bu. In 1904 total wheat crop of U. S. was 552 million bu. In 1909 total wheat crop of U. S. was 737 million bu. In 1910 total wheat probably 650 to 675 million bu.

During the last two years everybody complained of the high cost of living. The drought this summer made farmers, merchants, railroads and capitalists think! Happily the drought was broken in time. Capital begins to recognize the seriousness of the situation. Leading railroads in New York and neighborhood have acquired about eight thousand acres of land. They naturally desire a profit on the investment, but their real purpose is to demonstrate to the neighboring farming communities the satisfactory results on scientific basis. The Agricultural Improvement Association of New York State is being incorporated to purchase land and to develop its resources, with Mr. W. C. Brown (President of the New York Central Railroad System) as President, and some influential railroad men and congressmen as directors.

There has been a great deal of discussion regarding the labor question on farms. In answer to one hundred letters written to well-informed people in the different grain producing parts of our country, we hear but few complaints about the actual scarcity of labor in the Northwest, while the Middle West, although glad to receive more farm help, does not describe the situation as serious enough to affect the reduction of crop results. The Eastern states complain the most as to lack of help, especially where the soil needs slow, patient and intelligent labor for a number of years in order to regain proper fertility.

Do not spend one dollar on the purchase of poor, depleted soil, if you imagine you can make money quickly. It takes steady and intelligent work for four to six years, according to conditions, to build up the top soil (humus) to proper fertility. Of course, you get light crops during these four to six years. First of all, plant greens for one or two years, such as clover, alfalfa, grass, soy beans, or provide manure or fertilizer as liberally as your pocket allows. Rotate different crops, for instance, oats, wheat, clover, corn. Do not buy cheap fertilizer if you use any, and consider it of the greatest importance to use only healthy, plump, clean seed, whatever higher price you may have to pay than for ordinary quality. These, in short, are the cardinal instructions of soil authorities on scientific methods to improve land and crop yield. The value of your property thus rejuvenated and bearing rich crops may be tripled in six years. Of equal importance is, that farmers take decided steps to improve the roads for better transportation of crops to interior railroad stations.

The recommendations made regarding scientific methods not only apply to the growing of grain, but also to fruit, and it is with great pleasure that we see the largest peach crop on record reported this year in New Jersey and Delaware, thanks to the hard study and scientific ways, first scoffed at, which seem to have conquered the insect pests and other enemies of the tree. People now worry and have their hands full to distribute properly this large crop to market.

We certainly ought to be thankful for scientific accomplishments and mindful of our duty to heed the new teachings. Scientists are unable to help everywhere. The magnificent chestnut trees in New York, New Jersey and Pennsylvania are killed or dying, attacked by the deadly poison of parasitic fungus. In spite of great expense and careful scientific application no remedy is found to destroy the disease, and chest-nutting by the boys, we are sorry to say, will soon be a thing of the past.

New problems come up constantly regarding fertilization or the acceleration of the growth of young plants. One of these is to electrify the soil, which has been tried in England, Germany, and in a few places in our own country. In answer to my inquiry, I have received reports from Europe that the matter is still in a tentative state. The electric current, passed through a wire net almost twelve feet above the ground and fastened to poles, has not had the desired effect of accelerating or more effectively securing the growth of vegetable and grain plants. More experiments will be made in the future.

I would consider it amiss if I did not on this occasion, through the Council of American Grain Exchanges, say to the farmers of our country a few words about the trading on the exchanges in future deliveries, or so-called "futures" trades. Every little while we hear from Washington threats of interference, which not only harass and hurt, but even stop business, to the loss of everybody, farmer or dealer. We hope that the farmer will find it to his interest to co-operate with the endeavors of the exchanges to dispose forever of hampering interference on the part of Washington's so-called economists. If the farmer raises grain, he must sell it. Somebody must buy and warehouse it if not immediately consumed. Does Washington mean to force the elevator warehousemen into wild speculations? Some may be willing to enter into them, but surely on an absolutely safe basis and at the farmer's expense. The futures trade is the natural outcome of extensive crop raising, and woe to the nation with large grain yields that cannot through trade channels for future deliveries take up vast quantities, at the same time equalizing values, without disastrous price fluctuations. How could Englishmen every week trade in large cargoes of wheat, often two months on the water, without dealing in Liverpool futures? How could the Russian farmer sell his rye to Continental markets without Berlin future trades? Take away the compass and rudder from a ship on the high seas, whether in storm or calm, and you have a picture of the grain markets without future trading. The land owners in Germany

succeeded in influencing the government to stop future trading in grain, but they soon saw their error and loss. For two years future trading in grain has again been officially permitted, has increased steadily, and is now transacted on three German markets instead of on one as formerly.

It was my good fortune to be born in Cologne on the Rhine. My father had a country place near the well-known Appollinaris Mountain. Of course, we had vineyards, and made only every eighth year a crop good in quality and quantity, in spite of filling the rocky soil with all the pig, cow and horse manure and old shoes it could stand. In that eighth year everybody had an abundant wine crop. Barrels, vats and help were scarce during the short period of harvest. Many tons of good grapes were wasted in every place, and prices declined heavily; no owner made money; everybody was irritated. All this has been changed in the meantime. Capitalists came to the help of poor wine growers; they built large, cool cellars and tunnels in the mountains; enormous vats take up the wine the grower has to sell without any waste; inspection tests separate the different qualities. The peasant receives his warehouse certificates, on which he gets ready cash at the bank around the corner. The goods are disposed of at regular auction sales.

What would happen with our vastly larger quantities of grain suddenly thrown on the markets without the elevator warehouses as buyers and without the well-organized futures market at which a world of millers and traders are represented and which serves as an auction place on every business day?

Thus times change, and we all change with them. But somethings remain unchangeable, among which is that principle so fundamental to contentment and prosperity, to assist the tillers of the soil, and thereby assist ourselves and the country at large.

Mr. Pfarrius was followed by Frank D. Lalanne, who made an address on the subject of "Organization and Conservation."

Then came a paper by M. W. Cochrane, President of the St. Louis Merchants' Exchange, as follows:

WHAT CAN THE EXCHANGES DO TO PROMOTE A LARGER AND BETTER YIELD THROUGH THE SELECTION OF PROPER SEED?

BY M. W. COCHRANE.

The most important subject now before the farmers, the grain trade and millers, is how to obtain a larger yield of better grain. An educational campaign, as outlined by Mr. Pfarrius, is now being actively carried on by the Government and state experiment stations, and this movement has been ratified and indorsed at every meeting of millers and grain dealers throughout the country. Theory and practice, as a matter of education, are of course very necessary, but little can be accomplished unless it is possible to plant better seed.

The state experiment stations and the Agricultural Department of the United States Government have awakened a wide-spread interest among farmers; and we are beginning to feel the effect of it, as a greater number of farmers are asking for proper seed at every planting. The up-to-date farmer desires to raise wheat that will not only give a good yield per acre but also sell readily on the market and bring the top price. To find such ready sale it must meet the millers' requirements.

We have outlived the erroneous idea that "any old wheat will do," and we have come to look for quality in both wheat and flour. The same is true of corn, oats, barley and rye. The old question, "What's the price of wheat today?" means nothing to us unless we know what particular wheat is meant.

Grain, to bring the best market price, must have the finest characteristics. Every soil and every climate has its effect upon varieties, and what will prosper in one section will fail in another. I recall a sample on my tables the other day, which consisted of good hard winter wheat and good soft winter wheat. Either variety by itself would have brought a good price that day; but as those two classes of wheat are handled very differently at the mill and must also be treated differently in preparing them for grinding, the fact that they were mixed caused them to sell at a considerable discount.

I will venture to say that out of the thousands of cars which are sold in our terminal markets it would be impossible to find a specified variety, unmixed with other kinds, one day in ten; and those houses which are looking for a car of Fulcaster can perhaps find Fulzt or something else on that day, but it is all a matter of chance; and you must admit that an order for a pure-bred seed wheat, free from smut, onions and cockle, is one of the very hardest to fill.

The selection of good seed is the most important means of increasing the yield, and this factor in wheat production is just as much to the interest of the commission man as it is to the farmer. This is not a charitable proposition which I suggest, but it is to the interest of every man on the board of trade to help any man who wants good seed to obtain it. We must even sacrifice our personal convenience to help him select his seed out of the best portion of the crop; and it pays to grade it in such a way that he may secure the largest and plumpest seed for sowing. Shrunken seed, as shown by a wrinkled seed coat, is evidence that there is not enough plant food stored up and that the little plant will be stunted. That it pays well to use large and plump seed has been shown in the results secured in numerous experiment stations along this line—often from four to five bushels more per acre, without special fertilization.

We must help the farmer to get unmixed, pure-bred seed of the variety best suited to his locality. We should encourage him to grow only this one variety, to keep it pure, and to encourage his neighbor to do the same thing. Growing two or more varieties at the same time will invariably result in getting them mixed in the handling.

We must get after the miller who buys directly from the farmer. His present method is to inspect the wheat and if it meets his general requirements, he buys it and dumps it all into the same bin with that of the farmer ahead and the farmer to follow. The grain buyer does the same thing. He buys load after load of the farmers from all over the county, dumps it all into the same car, ships it to market, and trusts to luck for his grades. We realize that this is a big proposition, and it will not be undertaken by the individual, unless he can see an immediate profit; therefore it is all the more necessary that the exchanges should take up the work and evolve some system whereby the seventy or eighty million bushels of seed wheat shall be the cream of the crop instead of being whatever may be left at the bottom of the bin.

Now, gentlemen, what is the remedy? How is this great work to be accomplished? The grain exchanges cannot go into the seed business, nor is it desirable that they should, but we can help solve the problem.

Our first duty is to locate all the good seed grain. Perhaps this is all that can be expected of us for a year or two years. We can write to every man in the trade and tell him that as grain merchants, his interests and ours are identical; that the only way he can make his business more profitable is to get a larger yield and a better variety in his section; and that it is his duty, as well as his privilege, to co-operate with us in furnishing the proper seed. We will say to him: "If the wheat in your locality is suitable for seed purposes, please send us a sample, and we will put you in touch with the firms who want it and will offer you the best possible price. If you lack good seed, let us know what you need and we will furnish it to you through our membership, either in carlots or in lots to suit." We must get him to inform us as soon as possible of the conditions at his station—whether he will need seed or whether he has good seed to spare.

That there is already a demand for better seed from every section is indicated by these excerpts from letters recently received:

"Greensburg, Ind., August 20, 1910.—While the wheat in our locality is very good for milling, we would like to improve the quality of the seed. If you have anything suitable for seeding purposes, keep your samples before us. We would also like to know where the seed was grown."

"Georgetown, Ky., August 20, 1910.—We are in the market for about one car strictly good Fulzt seed wheat. If you have something good, please send samples and price F. O. B. here."

"Mt. Vernon, Ind., August 20, 1910.—Have yours of the 18th and note all you write about carrying on an educational campaign for the betterment of grain dealers and millers, as well as in the production of wheat. Speaking from our own experience and our own territory, our wheat has retrograded very much here of late years. Some fifteen or twenty years ago we stood at the top of the list, but that is not the case today, and we think it is due largely on account of poor farming. Doubtless there is wheat in this county that would do for seed wheat and will be used as such, but we do not know where to go to get it; and as we have never made any effort in that line, are rather inclined to think we will not be able to do anything for you in the way of seed wheat. There no doubt will be some seed wheat introduced here, as it is done almost every season. Some few farmers buy a few bushels of wheat as an experiment, and do not think this season will be an exception."

"Bogard, Mo., August 23, 1910.—We think there will be enough wheat here for seed, but none to ship."

"Chattanooga, Tenn., August 29, 1910.—If you can furnish a car load or two of seed wheat, soft red winter, raised in southern Missouri, please mail me samples and state lowest price. Also quote seed rye."

"Bellefontaine, Ohio, August 30, 1910.—Referring to yours of the 27th about seed wheat, we want a car of seed wheat of good variety, Fulcaster, Nigger, or wheat of that character, if you have any and can mail us small sample. We will appreciate it and try to trade."

"Kent, Ohio, August 29, 1910.—We have very fair wheat here, but we do not have any that we offer to reship as seed, as the varieties are rather mixed."

"Chillicothe, Ohio, August 29, 1910.—We are looking around for some good seed wheat and have written quite a few firms in the northern part of our state, thinking that perhaps the seed from that territory would be better suited to the conditions here than seed from other states. However, will be glad to have samples and prices on anything of this sort that you can offer, especially on Gypsy, Fulzt and Poole varieties."

"Danville, Ky., August 20, 1910.—Don't fail to answer as promptly as you can in regard as to where the car of Fulzt which we purchased of you was raised. We want to sell it for seed, if it came from the right country. We should have asked this before purchasing, but through oversight did not. The car came in today and is all right, if it was raised in the right section for our seed."

L. A. Fitz, of the botany department of the Kansas State Agricultural College, Manhattan, Kansas, has issued a circular giving the names of about two hundred Kansas farmers who have wheat from this year's crop suitable for sowing. The circular is the result of tabulation by the field agents of the College of fields producing wheat of a quality suitable for such use. It is the result of the movement begun last spring for better distribution of good seed

wheat in the state. At that time an arrangement was made whereby millers and the College should divide the expense of finding the good wheat and making known its whereabouts to those who desired to secure better seed for next autumn's sowing. Another and more complete list of farmers having good seed will be issued later.

The Rock Island Railway has perfected plans for an active campaign for better seed wheat and better wheat growing methods in Oklahoma. On September 5, a special instruction train of five cars left Guthrie and spent ten days visiting the larger Oklahoma towns for a demonstration of the value of sowing good seed. Aboard the train was a corps of instructors from the Oklahoma Agricultural College. Demonstrations of the value of good seed were made with samples of flour, loaves of bread, etc. Lectures were given at each town where the train stopped. The Rock Island's work in this direction is in charge of H. M. Cottrell, agricultural commissioner of the road, until recently connected with the agricultural schools of Kansas and of Colorado. Oklahoma millers are co-operating in the work.

I can see no further into the future than to collect this information and to advertise to the world where all the good seed is located. When once we know where the seed is, there will be hundreds of grain houses who will be glad to handle it and pay the proper price. Under the present method, it is sometimes weeks before the proper grain can be obtained to fill special orders, and then often it is too late.

It may be asked, "Who is going to carry this grain between the time it is reported and the time it is required?" That, gentlemen, is a problem which will solve itself. In our market, and I believe in every other market, there are enough commission houses and elevators who can see which side of their bread is buttered to buy in this seed and hold it until it is wanted, for we all know the trouble of trying to locate a fancy car of a special variety at a certain time.

It occurs to me that in all probability those firms which are interested in seed grain can form a little society among themselves; and if one man is making a specialty of Turkey and has not bins enough to keep all varieties segregated, let him pass Rudy along to the man he knows is storing Rudy, and let the Rudy man pass his Fultz along to the man who is storing Fultz. There must be some concerted action, because under the present system it is every man for himself and "devil take the hindmost."

Australia, which is one of our strongest competitors in the world's markets, has a rich soil which is newer than our own, of which Douglas Jerrold says: "Earth here is so kind that just tickle her with a hoe and she laughs with a harvest." They have already made vast strides in this direction, without waiting until their soil becomes exhausted. You can obtain samples of wheat from New South Wales which have been carefully analyzed by the chemists of the Department of Agriculture. They print upon the package the variety it contains; by whom grown and where; the nature of the soil; quantity of seed per acre and the yield per acre; giving the appearance of the grain; the weight per bushel; the ease of milling; the percentage of flour, pollard and bran; the nature of the flour, its color, its gluten and its strength; giving the number of quarts of water for two hundred pound sacks. I have a few of their samples here to show you. As a result, you must admit that they are improving their opportunities in such a way that they will never have to tell the sad story of abandoned farms on account of lack of proper attention, not only to fertilization, but to the proper selection of seed.

It is a question, of course, whose duty this analysis becomes; but we should encourage seed testing and the furnishing of proper samples, and I conceive no greater achievement than to induce our Government to investigate the Australian method and furnish samples upon request. I think we should take it up with our own Department of Agriculture without delay.

I have been reading the report of the Indiana Experiment Station on how to grow more and better wheat, and I find that in the selection of seed alone they are getting an average of twenty-seven bushels to the acre of their six highest yielders and that they estimate it costs in that state \$12.37 to produce an acre of wheat, which perhaps is about all the average crop grown elsewhere is worth.

Gentlemen, old Indiana is said to be slow, but if Indiana can set that pace, there is no reason why the rest of the grain growing states should not double their crop just by observing this one item—THE PROPER SELECTION OF SEED. The great Hoosier poet expressed this thought upon seeing one of these scientific farms:

Seems like a feller'd ort' jes today
Git down and roll and waller, don't you know,
In that air stubble, and flop up and crow,
Seem' sich craps! I'll undertake to say
There's no wheat's ever turned out thataway
Afore this season!

On motion of Mr. Arnot, of Chicago, Messrs. Cochrane and J. C. Murray, of Chicago, were constituted a special committee to recommend to the Council some plan of action for working with the U. S. Department of Agriculture through the experiment stations in order to present to grain growers even more forcibly than now the importance of better seed selection.

The session was then adjourned for luncheon.

AFTERNOON SESSION OF COUNCIL.

The afternoon session was opened by the reading

of the following paper by Henry L. Goemann, of Toledo, O.:

MARGINS ON PURCHASES AND SALES OF CASH GRAIN FOR FUTURE DELIVERY.

BY HENRY L. GOEMANN.

I have been requested by the Toledo Produce Exchange to read a paper on the subject, "Margins on the purchases and sales of cash grain for future delivery," probably because of the fact that for several years past I have been advocating a margin call. At the conference of grain exchanges held in Chicago last September, at the Princess Theater, Mr. James Pettit, of Chicago, and myself spoke on this subject. This was followed up by a discussion at the first annual meeting of the Council of North American Grain Exchanges, held in Chicago in February last at the Grand Pacific Hotel, at which meeting the following resolution was adopted:

"We recommend that all contracts, whatever their form, for cash grain for shipment after thirty days, shall contain a margin clause so that a call can be made at any time during the life of such contract.

"On such contracts both the buyer and the seller shall have the privilege to call for margin of 5 per cent of the value of the property contracted for, and to cover further market fluctuations based on the market price in the market specified in the terms of the contract until final adjustment of such contract has been made. When the contracts are closed and settlements made, the margin shall be endorsed for the benefit of the party depositing same.

"Margins must be deposited within 24 hours, as provided for by the rules of the various exchanges.

"Legal holidays in sellers' or buyers' places of business shall not be counted."

Following the first annual meeting, the Chicago Shippers' Club, as I understand it, adopted a uniform contract, called "The Chicago Grain Contract," which contains on the back of the form the rules governing the cash margin calls. The Kansas City Board of Trade, on May 9th last, adopted a rule governing margin calls on cash grain for future delivery. The Omaha Grain Exchange of Omaha, Neb., also adopted rules governing the cash margin calls. The Merchants' Exchange of St. Louis, on May 25th last, adopted a rule governing the margin calls on cash grain for future delivery.

These rules, as adopted by the various markets, are compulsory only as to being part of the contract, and it is optional with the buyer or seller to call a margin; but from what I learn I do not believe that margin calls are being strictly enforced in those various markets. Omaha claims that the rule is in universal use there, and I presume they are calling a margin; while Kansas City states that as far as that market is concerned, the rule is practically a dead letter and that outside of a very few contracts the buyers and sellers in that market have not enforced the terms of the rule, claiming that other markets' competition is so strong as to not permit of their insisting upon margins, and that there would always be the trouble in doing so unless some rule were passed making calls for margins compulsory, which, of course, never could be done without an absolute arrangement or agreement by every grain exchange in this country to pass such a rule.

Up to date, therefore, these rules have been more a matter of education, and no doubt it will take some time to get them into general use.

No compulsory rules can be made by the organizations which are now members of the Council because there are too many exchanges that are not members of the Council, and some means will have to be devised for getting these other exchanges as members of the Council. When that has been brought about and the bulk of the exchanges are members, it will then be easier to pass uniform rules which will be binding upon the membership, and which also will make it easier to compel the enforcement of a compulsory rule covering margin on cash grain. I understand that there is now no rule in effect in any of the markets trading in grain for future delivery compelling the members to call margins on such trades (although it is a general custom to call margins), and as the markets leave it optional with their members to call these margins for future delivery when trades are made in the pit, it would not be fair to have a different rule on cash grain.

While there has been some decrease in the selling of grain for future delivery in the past year, still there has been a great increase within the last sixty days, and in some grains trades have been made as far ahead as next July without any adequate protection in the way of margins against fluctuations of the markets. I know of a great many contracts that have been made, extending over a period of ten months, which means that the seller, in case he protected himself by purchasing similar grain for future months in Chicago, will be compelled to put up a margin, or has the cash grain on hand and must keep it margined, if borrowed against from banks with the grain receipts put up as collateral; while on the other hand, he cannot call for a margin and is therefore compelled to assume the risk of his customer not living up to his contract, which risk, at the very close margins ruling in the grain business, he should not be compelled to assume, as his customer, although perfectly good at the time the contract was entered into, may meet with financial reverses before the expiration of the contract.

This selling without margin also induces men of moderate capital to trade on their judgment in excess of what they conservatively should do. I know of a good many cases where people of small capital are able to sell and buy large amounts of grain for future delivery; and if their judgment has been correct their contracts are complied with, but

if not, then the party at the other end has got to "hold the bag."

In addition to the loss incurred by the interested party, there is the indirect loss to the trade at large; because the firms who speculate in cash grain, owing to not having sufficient capital to trade in futures on account of the margin call, influence the markets so that the values of the cash grains are oftentimes forced out of line simply because of the desire to make sales or purchases for deferred delivery because they feel that the market may go lower or higher; and then when the contracts become due, in case the market is not right, these contracts again exercise a detrimental influence by forcing the seller of the grain to go into the market and buy above legitimate shipping market values, or the buyer to sell out his contracts below a shipping basis. It is conditions of this sort which hurt the trade at large; so that it comes back to all of us.

It is pretty hard for one market, or a number of markets, or a number of dealers, to try to put into effect rules of this kind; for unless such rules are general in their application, competition compels the waiving of same; for if the rules are not waived, their business is affected and they are finally compelled to meet the conditions and to continue the unbusinesslike methods. Conservative firms must either reduce their business to the minimum (which means that a great deal of business will pass that will never come back), or else they are compelled to take chances on the fluctuations of the market during the months that intervene before the maturity of the contract.

I really have been so extremely busy since I was asked to prepare this paper that I have not had the time to give this matter the thought and care in preparation which the subject merits, and I trust that under these circumstances you will excuse any shortcomings there may be.

The thought occurs to me that possibly it might be feasible to have a compulsory margin call which would be elastic in a way, by allowing the firms to use their judgment as to the calling of margin up to a certain point; that is to say, give their customer a line of credit and limit the credit to two, three or four cents per bushel, whichever amount might be considered proper. I believe that all the members of the grain trade doing a cash grain business fully appreciate the necessity for further safeguarding the sales of cash grain for future delivery, and that while the steps which have been taken by some of the markets in the matter of margin call on cash grain have been steps in the right direction, the results to date show that the margin call must be made a universal as well as a compulsory one in order to bring about the beneficial results necessary.

I also hope that at this meeting some means can be devised whereby all the smaller exchanges can become members; and, further, that a strong representative committee will be appointed to draw up such rules as will finally bring about a margin call which will be a protection to both the buyer and the seller.

In the discussion which followed it was made clear that many delegates thought no margin rule should be adopted or could be enforced until the smaller exchanges are secured as members of the Council. It would be entirely feasible for buyers to deal with members of the small exchanges without being required to guarantee trades by advancing margins and there would be loss of trade through present channels. The desirability of making and of enforcing a margin rule is, however, so urgent, in the opinion of many, that in order to secure the co-operation of the smaller exchanges it was suggested that they be admitted to membership in the Council on the basis of one-half the constituted initiation fee, with privilege of voting one delegate only.

A committee was then appointed to consider the margin clause and to secure memberships from the smaller exchanges, said committee consisting of Messrs. Arnot, Moffitt, Furlong and Forbell.

The next matter on the program was an address by J. W. Warner of New York, as follows:

BILLS OF LADING.

BY J. W. WARNER.

In order the more clearly to put before you the dangerous defects existing in bills of lading as issued today, I have divided my subject into three sections. Not but that the question might be generally discussed as a whole, but as the irregularities in the several classes of bills of lading to which I shall refer are of different character, so different corrective or preventive measures must be taken to fit each specific defect, if any improvement is to follow.

I think it can be agreed upon without argument that a bill of lading ought to be a most sacred, binding, and legal document. It embodies a statement on the part of the carrier that it has received and will deliver to the consignee, in the case of a straight bill of lading, and to the innocent holder, in the case of an order bill of lading, the property described in such bill of lading.

Relying upon the truth of such statement and agreement on the part of the carrier, a confidence has grown up in these bills of lading until by and through them probably more commercial transactions are initiated and completed than through any

other known instrumentality. Merchants buy and sell property the title to which is vested in and is conveyed by the transfer of these bills of lading; banks and others with money to invest make loans and advances upon these documents as collateral, and thus make possible the orderly movement and marketing of our enormous cereal and other crops, without which accommodation this free movement would be impossible and only confusion and chaos would follow. So long, then, as there remains no doubt or question as to the integrity of these bills of lading, so long can business where bills of lading are involved be conducted freely and without friction; but as soon as confidence in them becomes impaired, for whatever reason, then business is attended with new risks, merchants hesitate to handle these discredited documents, bankers are loath to make loans on these securities, the bills of lading lose their original value for purposes of trade, and altogether a feeling of uneasiness and uncertainty pervades the whole business community. To this point we have now apparently come.

AS TO GENERALLY IRREGULAR BILLS OF LADING.

For some time past there has been much complaint on the part of merchants and bankers and others who have interest in the ownership of bills of lading because of the irregular manner in which these documents are issued. Previous to 1908, these complaints covered not only the written part of the bills of lading but also the phraseology in the printed portion of the blanks furnished by the transportation companies. During the years 1906 and 1907, and after various conferences with representatives of the shippers, bankers and carriers, the Interstate Commerce Commission evolved and recommended for use by all railroad companies in certain territories what is now generally known as the Uniform Bill of Lading. This contains certain clauses which some of us think ought not to be there and are unduly favorable to the carrier; but altogether it is an improvement over anything heretofore in use and leads one to believe that with one more attempt an ideal bill of lading form would result.

Apart from the uniform bill of lading blank, however, providing for uniformity in terms and conditions, there has been no improvement whatever. The make-up of the bill of lading as to that part which is filled in or supposed to be filled in by the railroad agent, is more irregular and faulty now than ever. Properly made out, a bill of lading ought to carry in it as much confidence on the part of those who advance money on it as any good stock, bond or warehouse receipt; for what can be safer or less liable to violent fluctuation in value in times of stress than a document that represents a commodity which the whole world, rich or poor, must use, in good times or bad? And yet we are come to that pass where bankers and those who loan on collateral security look upon the average railroad bill of lading as they would on so much wild-cat mining stock. This is evidenced by the difference in rates demanded on loans against different classes of securities. All this summer money has been available in New York on call against good stock collateral at the rate of one and one-half per cent per annum, whereas on grain bills of lading the legal rate or thereabout is exacted. A merchant in good standing can generally do as well as this with an unsecured note. This shows that bankers in their calculations now look upon some of these railroad bills of lading as of little or no value from a collateral point of view. In fact, some bankers are avoiding this form of collateral altogether.

To show what I mean by an irregular bill of lading, I will here mention some irregularities that have come under my notice within the past month:

1. Bill of lading made out in pencil, not indelible, and signed with the name of the agent in pencil, "per C."

2. Bill of lading signed with rubber stamp only.

3. Bill of lading made out on a straight form. (Of course on a straight form bill of lading the shipment is delivered to consignee and not necessarily to the holders.)

4. Bill of lading not signed at all.

5. Bill of lading with the date palpably erased and altered.

6. Bill of lading containing the name of a fictitious shipper in the space left at the bottom of the uniform blank reserved for the name of the shipper.

In a measure, bankers and merchants themselves are responsible for and have encouraged the increase of this sort of business. If the bankers at point of shipment would refuse to make any advance on these irregular bills of lading, and the drawee refuse to pay drafts when accompanied by documents of such character, shippers and railroad agents would thereafter take good care to see that these bills of lading were properly made out; but the initial banker, on the one hand and the drawee on the other, have gradually gotten into the habit of receiving and accepting any kind of bill of lading offered, however irregular it may be. This presumably is through fear that a refusal might give offense to important interests or divert the business through other channels or to other markets. For that reason, individually or as one organization we can do little or nothing in the way of bringing about an improvement in the make-up of these bills of lading. Collectively, I believe we can do much towards eliminating these serious irregularities. The railroad companies have, or say they have, instructed their agents to make out bills of lading in ink, properly dated and signed with the full name of both shipper and agent or such other person authorized by the carrier to sign. I am somewhat skeptical about these instructions having been generally given, for it seems to me incredible that contrary to such orders on the part of their employers railroad agents should be so uniformly disobedient; but be that as it may, the question now arises, Can we do anything to improve conditions?

If this Council, or the various bodies forming this Council, had the power to enforce their recommendations, they could easily frame and adopt a resolution that would quickly bring relief; but in the absence of such power, I yet believe much good would result if this Council, representing as it does the principal commercial bodies of the country, should put itself into communication both with the American Banking Association, which is as vitally interested in the question as are we, and the Carriers' Association, which professes a sincere willingness and a desire to safeguard bills of lading, and arrange that in the one case it urge upon all banks or bankers at initial shipping points to make no advance unless the bill of lading against which such advance is requested to be properly written out on an order blank properly dated and signed by both the shipper and agent in full in ink; and in the other case that the carriers should instruct their agents to issue no bills of lading except in the way above indicated.

With the banker, to whom the bill of lading, after issue first comes, and the carrier, who issues the document itself at the shipping point, and the merchant with whom the bill of lading finally lodges, all working in harmony and to the same end, needful improvement in these irregularities is bound to result, even if we do not secure their entire elimination.

FORGED BILLS OF LADING.

We have laws in plenty, with various penalties attached, against the forgery of bills of lading, but they are apparently so little known or so seldom enforced that they are an encouragement to rather than a preventive of forgery. It is impossible by legislation or otherwise to make all men honest, but the application of existing laws with the accompanying penalty would have the most salutary effect against this practice of forging bills of lading. The practice and development of the forging of bills of lading is explained by the rarity with which offenders are prosecuted and convicted. The propensity to crime increases as the risk of punishment grows less. I do not know of any crooked business in which the returns are greater and the risk of punishment less than in the issuing and passing of forged bills of lading. Experience has shown that the risk of prosecution is probably about one in ten, and of course the feeling of every offender is that he will not be the one.

This condition, again, is due in great measure to the indifference of the individual and the community. The laws are adequate but the community indifferent. The victim, too often, rather than enter into a prolonged legal prosecution of the forger or his accomplice, involving time and money in which the only return would probably be the satisfaction of putting the offender in state's prison, tries to forget his loss by throwing himself more vigorously into his business and thus the more certainly recoup himself. Human nature is about the same the world over—individually we are anxious to get back that of which we have been fleeced, but not disposed to send good time and money after it, with the practical certainty of getting nothing tangible in the end. Yet these forgers must be prosecuted and punished if the forging of bills of lading is to become unattractive. The individual victim, however, should not be compelled alone to bear the burden and expense of prosecution. The prosecution and conviction of a forger is for the public good, and the trouble and expense attendant should be a common burden and not an individual one.

This joint Council could, then, in my judgment, for the good of all, take up these cases of forgery, or, rather, such cases as are of immediate interest to this body, and see that the offenders are brought to justice and punished. At first glance this might seem to be a tremendous and expensive task, much beyond the means and province of this Council. I do not so believe. I am not acquainted with the Constitution or By-Laws of the Council, but I assume that the Council was promarily formed to initiate such action on the part of its constituent bodies jointly as in its judgment would be of benefit to commercial interests. If the safeguarding of the bill of lading does not come within its province, then I know of no question that would. As to the expense, this would be small, for about the only thing this body need do would be to lodge, or to see that there be lodged, a complaint with the district attorney in the district in which the crime was committed, and it would then be the business of the state to run down and convict the culprit. It would certainly require some time and effort, more especially at the beginning; but what good work was ever accomplished or good measure instituted without the expenditure of some time and effort? With the machinery prepared, I do not believe many cases would ever come to the consideration of the Council, for the crooked element, realizing that the lines were drawing in on them, would take flight to other pastures. Let it be generally known that bill of lading forgers would hereafter be prosecuted to the limit, and that this important body was going to see that it be done, and the problem would be mighty near being solved. If this Council never does another thing than help break up the practice of forging bills of lading, its creation and existence will have been justified many times over.

THE STEVENS BILL.

Now, as to the Stevens Bill and bills of lading which bear every mark of being perfectly regular and legal, but are not. Heretofore many of us have rested in the belief that a bill of lading properly made out and signed by the agent of the railroad, or other authorized person at point of shipment, was a perfectly valid and legal document, and as to the integrity of which there could be no question; that to an innocent holder the railroad company would always be responsible for the value of the commodity described in such bill of lading.

Such, however, is not the fact. The Federal statutes and the laws of most of the states relieve the railroad company from all liability except in cases where the property described in the bill of lading has actually come into the possession and under the control of the carrier. The Federal courts and the courts of many states have declared time and again that railroad companies are not liable for the unauthorized acts of their agents; and so if an agent issues a bill of lading for goods not actually in the possession of the carrier, no matter what may be the reason for such issue, the carrier is not bound by that act. This is a condition of things that tends to destroy all confidence in the bill of lading; for even if properly made out, there is no assurance that it is in law a genuine document and a lien on the railroad company issuing it. In some sections in the South and West, there has grown up a practice on the part of some railroad agents of issuing what are generally called "Accommodation Bills of Lading." These are bills of lading made out in the usual and proper form and issued to shippers or prospective shippers in advance of receipt of the property, such bill of lading being used by the shipper or the prospective shipper as a means to borrow money from a bank or other source, by which to purchase and afterwards ship the property and thus make good the bill of lading already fraudulently issued. The insatiable desire to get business, especially at competitive points, leads agents at times to lend the good name and standing of the railroad company to a prospective shipper in order that the latter through his bank connection may raise money upon which to do business. This is not a wild statement but is actually admitted by some carriers though denied by others. This inference may properly be drawn from a late circular issued by one of the railroad companies, wherein it directs its agents to hereafter sign bills of lading for cotton for export, only after the goods are actually in the carrier's possession. The presumption here would seem to be that such a practice had not been followed previously, and even the new instructions relate to only one article—cotton. The agent in this case presumably has no instructions as to other commodities; and as to them we are left to imagine just what he really is privileged to do.

In most cases, the property against such bill of lading comes forward all right, and nothing more is heard of it. Occasionally, however, something goes wrong; the prospective shipper gets into difficulties, and the property is not forthcoming when delivery is called for; or perhaps the agent himself may have connived with a dishonest shipper who had no intention of ever making the shipment. Whenever the innocent holder calls for delivery on such document, the railroad company invariably throws up its hands and disclaims any responsibility whatever, declaring itself not liable because the agent had exceeded his authority in issuing a bill of lading without first having had possession and control of the property described.

We had a very flagrant case of this kind in this state this spring. The agent in the case was a little more accommodating than usual; he simply signed up a lot of bills of lading in blank, leaving them at the office of the shipper to be filled in at pleasure. They were filled in all right, but when the innocent holders of these order bills of lading called for delivery of the goods, the railroad company as usual disclaimed responsibility. Fortunately this is a state and not an interstate commerce case; and as the laws and court decisions in New York regarding the responsibility of railroad companies in the issue of bills of lading are somewhat in conflict with the Federal laws, it is hoped and expected that in this case the holders of the spurious bills of lading will eventually be recompensed by the railroad company.

To cover the serious defects to which I have just alluded, and so far as relates to interstate commerce, the Stevens Bill has been introduced in Congress and has already been passed by the House of Representatives. It is now with the Senate committee on interstate commerce, to which it was referred by the Senate, and will undoubtedly come up at the coming short session.

The Stevens Bill provides, in substance, that in interstate commerce, carriers shall always be liable to a consignee on a straight bill of lading, or to an innocent holder for value on an order bill of lading for the property described, providing that the bill of lading is issued by an agent of such carrier, or other person authorized to sign such bill of lading. Thus even if a part or the whole of the property described shall not have been received by the carrier, the carrier will be responsible, nevertheless. This law, which in its provisions is so reasonable and just to the commercial community handling these bills of lading in such volume, and which puts on the carrier only the responsibility which in all fairness it ought to assume, passed the House with only a few dissenting votes. In the Senate, however, there is likely to be more resistance. The bill reached the Senate committee only a week before adjournment, and this committee deferred action pending further information. In the two meetings which that committee held, at which were present a few bankers and merchants and many railroad attorneys, it was disclosed that there would be a strenuous fight made by the carriers against the passage of the bill; and unless the committee and the Senate can be convinced that the commercial interests, apart from the bankers, are insistent for this bill, its passage will be greatly endangered. At the two meetings held in Washington by the Senate committee, there were present no representatives favorable to the bill west of New York, and this fact was remarked upon by one of the committee. If this bill is to pass, the committee must be convinced that the commercial interests of the west as well as the east are behind it.

I would, therefore, urgently recommend that this Council, in case it is favorable to the passage of

the Stevens Bill, be represented at the next hearing before the Senate committee with a strong delegation, and that, further, the Council should at this time take such measures as it may see fit to properly place this important question before each of its constituent bodies, with the recommendation that each such body interest itself earnestly and actively in behalf of the bill as passed by the House of Representatives. Nothing should be left undone to convince the Senate that the commercial interests are a unit in favor of this measure and that if interstate commerce is to be conducted in an orderly way and with a fair degree of safety, the bill must pass.

Congress is slow to move; another opportunity like this, to have enacted into law the full responsibility of the carrier to the holder of the bill of lading signed by the railroad representative, is not likely to occur again in years. If this bill fails of passage, railroad bills of lading will be the more discredited and therefore more the dangerous to handle. If the bill passes, confidence in the bill of lading will be quickly regained; merchants and bankers will be assured of their validity and legality when properly signed; and this instrument, the integrity of which is so necessary to the free and safe conduct of business, will thereafter serve in full the legitimate purpose for which it is issued.

On the conclusion of the address, Mr. Forbell offered a resolution providing for the appointment of a committee to investigate the deficiencies of and the irregularities attending the use of the bill of lading and report a remedy. The resolution was adopted, and the chair appointed Messrs. Chas. England, J. W. Warner and M. W. Hopkins.

Mr. Forbell offered also a further resolution declaring that the Council urges the adoption by Congress of H. B. 25335, known as the Stevens Bill. "Without such help as this bill furnishes," says the resolution, "the practice of issuing bills of lading in advance of the receipt of property will tend to increase rather than diminish, and thus impair all confidence on the part of merchants, banks, and bankers in the bill of lading, and eventually eliminate its use altogether as a means for securing loans, and thereby cause confusion and congestion in the marketing of our various crops."

Then came an address by Nat. L. Moffitt of the St. Louis Merchants' Exchange, as follows:

A GRAIN CREDIT ASSOCIATION.

BY NAT. L. MOFFITT.

Although every other business is organized to protect its members from fraud, the grain men have as yet made no united effort in this direction. However, I understand organizations have been effected in several markets, which have the effect of protecting the trade locally.

Protection against fraud is in harmony with the objects of this organization. We find our highest attainment in mutual confidence and co-operation. We can accomplish much good in breaking down trade jealousies and antagonisms by the generous exchange of credit information.

It is to every man's interest to warn his fellows, even though in competing lines, against doing business with one who has proved unreliable. In more than thirty of our large cities the credit men have in operation bureaus where the members file their unpleasant experiences with customers, thus bringing together their joint experiences. It is not a black list. There is no color given to the report, no opinion expressed. The bare facts are given, from which conclusions are drawn. An examination of the credit men's bureaus which have been organized and successfully operated will give us an idea of what is being done in this direction. These bureaus are the best possible instruments of protection against fraud and have proved a necessary feature of the different lines of business for which they were organized to protect. This form of bureau has now been developed by a large number of trades, and has greatly simplified the work of weeding out the undesirables. The electrical, hardware, jewelry and stationers trades are well organized in this respect, and work harmoniously.

The National Association of Credit Men now has upwards of eleven thousand members and issues a monthly bulletin which is mailed directly to the members under the second class privilege; and I would suggest that the proposed organization have a similar publication, not only to cover credit matters, but everything else pertaining to the welfare of the Council. There is not a grain man in this Council who cannot call to mind dozens of instances of overdrafts, default on contracts, plugging of cars, overbilling weights, and all sorts of reclamations for every possible and impossible excuse, to say nothing of fraudulent bills of lading and new instances of sharp practice which are coming to light every day. It is, therefore, necessary not only that we keep our brother members warned but that we warn the members of all the other exchanges, that the country may be rid of these commercial pirates. Such an organization will have an immense moral effect, for a man will know that his credit is jeopardized in all the markets when he has proved unworthy in one, and that he will have to quit the business if he is crooked. Abuses will be cut down to a minimum. It will be impossible for these fly-by-nights to flit from market to market.

As I understand it, there is no liability, under the libel or conspiracy laws, against the exchanging of this credit information, as it comes under the head of privileged communications. Great care must be taken, however, that no member of any exchange shall have an opportunity to vent his spleen by accusing any man unjustly. Any man accused or reported in any matter should have the freest right to be heard and to vindicate himself if possible. It is not to be expected that the president of the Council should undertake this work; but the time has come when this Council must have an active secretary to carry on not only this work but the immense amount of other work which must be undertaken in case the organization expects to be successful and of permanent benefit to the trade.

The cost of maintaining this service depends greatly upon how thoroughly the work is done; but it seems to me that there are upwards of a thousand grain firms who would be glad to have this national protection and bear a proportionate share of the expense.

To get this matter properly before this meeting, I wish to offer the following resolution:

Resolved, That it is the sense of the Council of North American Grain Exchanges that adequate steps be taken to organize a Credit Association along the lines herein suggested, and that a committee of three be appointed to draft suitable rules under which this work may be prosecuted, the committee to report in detail before adjournment.

The address was followed by the appointment of Messrs. Moffitt, Searle and McKnight as a special committee to consider the subject matter of Mr. Moffitt's address and the resolution with which it was concluded.

A paper by O. M. Mitchell on "The Inter-market Grain Contract" stimulated a brisk debate, the result of which was a resolution offered by Mr. Goemann that a committee be appointed to formulate an inter-market contract agreement that should embody the principle of a uniform contract with a uniform margin clause.

The resolution was adopted, and the committee named as follows: Messrs. Goemann, Mitchell, Bigelow, Murray, Kennedy and Richardson.

Adjourned to 10 o'clock, September 13.

FINAL SESSION OF THE COUNCIL.

At the morning session of September 13, a resolution presented by Mr. Arnot was adopted, directing the President and executive committee to report to the February meeting upon the advisability of changing the Constitution and By-Laws so that certain exchanges may be admitted to membership on the basis of the regular admission fee of \$200 with two voting delegates and others at a fee of \$100 with one voting delegate.

An address by J. C. F. Merrill, of Chicago, on the topic of legislation affecting the grain exchanges concluded the regular proceedings.

By a rising vote, the thanks of the Council were then extended to the New York committee in charge of the meeting and to the New York Produce Exchange for courtesies extended.

The council then adjourned *sine die*.

REPRESENTATIVES.

The following delegates and alternates were officially designated, but others were present, as appears from the proceedings:

Baltimore:—Geo. S. Jackson, Chas. England, Jno. M. Dennis.

Buffalo:—Chas. Kennedy.

Chicago:—James Bradley, S. P. Arnot, J. C. F. Merrill, F. M. Bunch, J. C. Murray, Walter Beaven. Duluth:—Stephen H. Jones, A. M. Frick, Chas. F. MacDonald.

Kansas City:—C. P. Moss, E. D. Bigelow.

Minneapolis:—J. R. Marfield, J. L. McCaull, A. H. Poesler.

New York:—E. P. Pfarius, L. W. Forbell.

Omaha:—J. R. Morris.

Philadelphia:—Frank E. Marshall, Samuel L. McKnight, E. E. Delp, Joseph L. Keene and William M. Richardson, Jas. L. King.

St. Louis:—M. L. Moffett, M. W. Cochrane, Bert Ball.

Toledo:—Frank I. King, Henry L. Goemann, E. L. Camp, F. W. Jaeger, F. O. Paddock.

ENTERTAINMENT.

L. W. Forbell, chairman of the special committee appointed by the New York Produce Exchange to look after the welfare and entertainment of the delegates, assisted by the other members of the

committee, directed a program of rare enjoyment on Tuesday afternoon, September 13.

Through the courtesy of the Lehigh Valley Railroad Company, there was placed at the disposal of the committee one of the company's largest and best seagoing boats for a trip on New York Bay, one of the most beautiful roadsteads in the world. The steamer left Iron Pier No. 1, North River, at one o'clock and passed through East River and down the Bay, returning via the North River, landing at the foot of West 129th Street. Thus was afforded the best possible panorama of the entire New York Harbor, and enabled the delegates to acquaint themselves with the advantages of New York as a terminal market for the shipment of grain and flour.

Upon landing at 129th Street, automobiles were in readiness, and carried the entire party over a beautiful stretch of city and country roads to Larchmont, on the Sound, where a clam bake was served at the Larchmont Yacht Club, at the conclusion of which function the automobiles brought the party back to the city, concluding pleasantly a delightful and informal day's outing.

EDWARD P. McKENNA.

One of the most popular among the younger men on the Chicago Board of Trade is Edward P. McKenna, of the grain firm of McKenna & Rodgers.

Mr. McKenna is a Chicago product, having been



EDWARD P. McKENNA.

born in this city on August 31, 1873. After completing the public school course he started in the grain business with Bartlett, Frazier & Co., in 1889. Six years later he became a partner with W. H. Lake in the firm of W. H. Lake & Co., and remained with that house until 1908, when the present firm was formed.

The principal business of the firm up to August 1 of the present year has been grain commission. On the date named the firm commenced the operation of the Stege Elevator at Matteson, Ill., on the Michigan Central Railroad, and they are now conducting a general shipping business. The general offices are located in the Board of Trade Building. The addition of their shipping department will give them a strong position both as a receiving and shipping house.

The first vessel to begin taking on her cargo of new crop wheat at Portland, Ore., was the French bark General de Boisdeffre, ready for grain early this month.

A "freak sample" ear of corn from a farm near Amite City, La., is described as measuring 12 3/4 inches in length, 9 1/4 inches around the out end and 8 inches circumference at the tip. Its weight was just two pounds.

[For the "American Elevator and Grain Trade."]

HUNGARY THE GRANARY OF THE WORLD.

BY JULIAN K'UNE.

In Hungary the two extremes of cultivating the soil are practiced side by side. The small farmer, who possesses but a few acres of land which he has either inherited from his forebears or else purchased with saved earnings in America, uses no labor-saving farm implements. He cultivates his farm in a most primitive manner, just as his Roumanian, Bulgarian or Servian neighbor does. If perchance he may have some progressive ideas, acquired either abroad or else while working as a hired farm laborer for the large estate holder, he may use plows and harrows made in home factories. His small holdings of five or ten acres in a plot do not, however, warrant him in using mowers, selfbinders, or any threshing machine. In place of drills, he sows by hand, taking the seed from a bag which is fastened around his neck; his harrowing is done quite often with a home-made harrow constructed of heavy branches of a tree; his cultivating is done with a hoe, which is deftly used by the female members of the family; his harvesting is done with the scythe and very often with the sickle; as the threshing is done on the threshing floor with a yoke of oxen treading out the grain. In watching the various stages of farming as practiced by the Hungarian dwarf farmer, from the plowing to the garnering of his grain, one can easily picture to himself the agricultural methods of Biblical times.

One's dream, however, would be of short duration were he to extend his vision a few rods across from the dwarf farm; for he would behold there all kinds of modern agricultural labor-saving machinery which marks the epoch of our advanced civilization. He would see plows, drawn by steam traction engines, doing the plowing—doing the work of twenty to thirty horses. Then he would see a harrow, also drawn by a traction engine, harrowing. He would further see dozens of drills putting in the seed. When the time for cultivating should arrive, he would see dozens of modern cultivators, like busy bees, doing that work thoroughly. And if he waits until the grain is ripe, he will behold, as far as his vision can reach, scores of selfbinding reapers cutting and binding the grain. The threshing, too, is done in the same expeditious way. In many instances, the power of the thresher is taken from a wire carrying power either from near the farm or the nearest town.

There is, however, one noteworthy thing in connection with the use of labor-saving machinery in Hungary, and it is this: The rich proprietor, especially if he belongs to the old noblesse, does not reduce the number of his farm hands to a degree which his labor-saving implements might justify him in doing. He does this in order to give work to the peasant whose forefathers were the one-time serfs of his forebears. A few dollars more or less to the credit account of his big estate do not stand against the feelings of humanity.

The peasant, especially if he be a returned emigrant from America, however much he would like to adopt labor-saving implements, cannot do so because of his lack of means; so that he has to fall back on the old and primitive methods of farming. He never aspires, nor indeed can he aspire, to increasing his landholdings to any appreciable extent out of his earnings as a farm laborer; for if he can earn during harvest times two to three cronen (40 to 60 cts.) a day, he is doing remarkably well. The savings from such small daily wage do not enable him to buy labor-saving implements; he is thus forced to farm as his ancestors did or else emigrate to America.

THE FARM IMPLEMENTS IN HUNGARY are mostly made in England, Germany and in the United States. Of late years, some Hungarian manufacturers have entered the field. The implements from this country, although not as ponderous as those made in England or Germany, find favor for their light running gearings and simplicity. The so-called Banat and Batschka literally teem with American-made machinery of all descriptions, and

these districts are famous for their wheat-raising capacities.

THE HUNGARIAN PEASANT.

The Hungarian peasant may be divided into as many classes as there are races in the country. Their habits and dress, as well as their mode of living, vary from each other, except where, in a few cases, they live in close touch with each other. The Magyar peasant of the lowlands (alfold), where his race largely predominates, does not cultivate his farm in the same manner that his brother Magyar does in the districts where Germans, Wallachians or any other race may constitute the majority of the community; hence in giving a description of the mode of living of the Hungarian peasant, it will be understood that it is the Magyar who lives in exclusive Magyar communities who will be referred to.

The Hungarian peasant in Hungary does not live on his farm but in a village which is situated in its neighborhood. These villages are called "Falu." Some are small and others again quite large; as for instance Bekes Csaba, which has a

plates, mugs and pitchers, which are strung around the room in double rows. Here, too, are kept the gaily decorated trunks, called "Lada," containing the family linen, a very important item among the household goods of the Hungarian peasant who will scrape and save all the kreutzers and cronen he can in order to be able to give his daughter a dowry of a lada filled with linen on her marriage day. Back of the kitchen is the store room. Next to the store room is the stable, which may contain a cow, some plowing oxen and sometimes a horse or two. Next comes the open pigsty, with one or two fattening specimens of the Mongolitz breed. All these outhouses, as well as the roughly built chicken coop, are painted white and kept quite clean. The long well-sweep which is still seen at most of these homes adds picturesqueness to the scene. But above all, none are so poor but he sets aside a little patch, where is cultivated a variety of flowers. The Magyar peasant, or "Paraszt Ember," as he is called in the vernacular, is passionately fond of flowers.

As a rule, the Magyar peasant is very hospitable



SCENES OF HUNGARIAN FARM AND VILLAGE LIFE.

population of nearly 40,000 peasants living in one community. With but few exceptions, such as state officials and few tradespeople, every inhabitant of such village or town goes to his land and spends the whole day there during the summer and fall and spring months; sometimes, when the work is urgent, his family accompanies him; sometimes he carries his food for the day with him and oftentimes not. When he does carry it, he spends the noon hours at the csarda, eating his lunch and drinking. The csarda is quite an institution in Hungary, being half hotel and half bar room, generally situated in places where the belated traveler may find a night's lodging and the peasant his glass of wine to wash down his frugal lunch.

Nearly all the houses in these villages are either white-washed or painted white. One always enters, first, into the kitchen, which is kept scrupulously clean. In the center of the kitchen there is a square hearth of stone or brick, also whitewashed, built right under the chimney opening for the smoke to ascend directly to the exit. Here the cooking and roasting are done. From the kitchen a door leads into a large room which invariably contains all the family pottery, consisting of fancy

and is never known to refuse the hospitality of his modest home to the belated traveler. Unlike his Wallachian compatriot, he loves good cooking, and he gratifies his appetite, whenever he can, with highly seasoned gulyas, porkolt and paprika, stewed chicken and retes, the latter a pastry made of the very best of flour and filled with all kinds of fruits or a mild kind of cheese, which is then called "Turos Retes."

The Magyar peasant women, aside from doing farm work when required, are clean and are good housekeepers. Whenever there is market day in the neighboring towns or cities, they are the ones who trudge along to the town, driving a pig or a lot of geese, or carrying a goodly supply of butter and eggs to market. These weekly, monthly and annual markets in Hungary, although under the present state of trade conditions, not indispensable, are nevertheless almost necessary to inspire the Hungarian peasant with hope and energy. Going to market (in Hungarian, "Vasar") is a great event in the peasant's life, and if he is able to attend the great fair at Debretzen, or those at some other large cities where markets are held, he feels especially favored.

At these fairs one can see to the best advantage

the various customs worn by the peasants congregated there from different parts of Hungary. To eliminate the Magyar peasant, with his flowing white trousers and his silver button Dolman, and the peasant woman, with her artistically embroidered white bodice and skirts, from these fairs, would reduce them to a prosaic everyday affair; for the burgeoise and the higher class of Hungarians who attend the fairs are no different in their make up from so many Americans, or in their behavior from Americans, were the latter attending "Market Week in Chicago." It is the variegated customs of the Hungarian peasantry, with their kaleidoscopic colors, that lend enchantment to the fairs. Like the Kirmess of western Europe and those of Nijni Novgorod in Russia, the Hungarian fairs are of great antiquity. They once were the only means by which the people from different parts of the world were brought together and made known to each other. Modern civilization has, however, substituted other and more effective means to accomplish the same results. Modern postal facilities, as well as the telegraph and telephone wires, that almost girdle the world, make unnecessary the expense of long journeys in order to attend the fairs, hence they have lost much of their commercial importance. They, however, still retain their glittering features, so attractive to the untutored and the toilers of all countries.

The Hungarian peasant of German origin, residing in the Banat and Batschka, and in the south-eastern part of Transylvania, although in his outward appearance not as picturesque as his Magyar neighbor, is nevertheless a very useful and an integral part of the Hungarian nation, for he is thrifty, very industrious and a good farmer. The German farmers in Hungary are descendants of a headstrong race, who, notwithstanding they have for centuries lived in the nearest proximity to the Magyars, have retained all their German habits of living and their language.

The Wallachian peasant of Hungary is a hard-working individual. He is not as anxious to be the possessor of land as is his Magyar compatriot, nor is he as industrious as his German friend; but whenever he lacks work at home, he goes over to Roumania during harvest time and finds employment there.

HUNGARIAN GOVERNMENT AND THE PEASANT.

It may be stated here that there is no government in existence which aids the peasant farmer as much as does that of Hungary, through its splendidly organized Agricultural Department. Several experimental farms have been established in different parts of the country for the purpose of teaching the peasant scientific farming. To these experimental and model farms a certain quota of the youth living in the neighborhood, and often from distant countries, are given free instruction. Seeds of all the various grains are distributed to those peasants who are too poor to buy them. In all such cases it is given more as a loan than a gift. If any of the seeds distributed do not come up to expectations in their results, they are speedily changed for others. The Agricultural Department keeps constant watch not only of all details of farming, but of the general results obtained by certain seeds sent to certain localities. For instance, some seeds that may be suited for the lowlands would not do at all for the mountain districts. The same course is followed as regards horticulture. There is constant experimenting going on with cuttings of apples, pears, prunes, peaches and other fruits to bring out the best results. The object is not only to increase the volume but to improve the quality of the fruit raised. The peach and the prune are very extensively cultivated in Hungary. From the latter is distilled the famous Slivovitz which is exported to foreign countries.

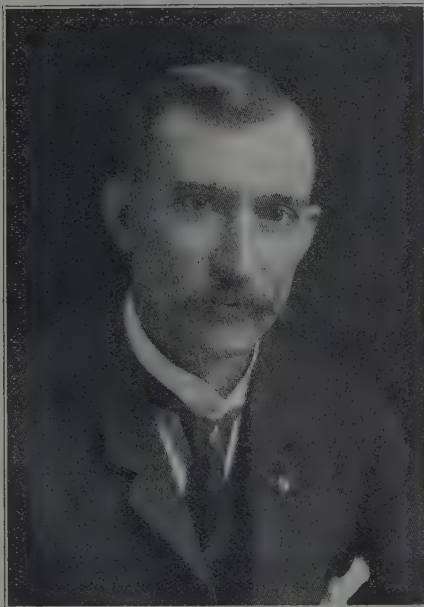
[TO BE CONTINUED.]

Through the efforts of the Letcher County Wheat Growers' Association, there were threshed this year between four and five thousand bushels of wheat—practically the first wheat raised in that Kentucky county in twenty-five years.

THE CINCINNATI HAY INSPECTOR.

E. F. Dennis, who is chief hay inspector at Cincinnati for the Chamber of Commerce, as well as assistant in the department of grain inspection, gets his full quota of "knocks," as do all inspectors of hay and grain, but that is a "part of the game"; but a man who has had more than twenty years' experience in the same market for the same official body, must certainly embody both technical knowledge and capacity, as well as the quality of personal integrity so essential to successful inspection work; and these all who know Mr. Dennis and his work intimately know he possesses.

Mr. Dennis became connected with the grain and hay business when but sixteen years of age, thus getting his technical education at the most receptive period; and at twenty he became a deputy hay and grain inspector under Homer Chrisman, for many years the able and respected inspector for the Cincinnati Chamber. Soon after taking a place under Mr. Chrisman he was made chief deputy and served in that capacity until 1906, when the Chamber of Commerce formally assumed full control of the in-



E. F. DENNIS.

spection and weighing of hay and made Mr. Dennis hay inspector and assistant grain inspector.

In 1907, when Mr. Chrisman resigned as chief grain inspector, the friends of Mr. Dennis, who felt that his nineteen years of service deserved recognition by the Chamber in a substantial way, filed with the board of directors a petition that Mr. Dennis be made chief of the department. Mr. Geo. Munson, however, who had been flour inspector for about a year, also entered the race; and the upshot of the matter was that Mr. Munson was made chief grain and flour inspector and Mr. Dennis retained as chief hay inspector and assistant grain inspector; and when November of this year arrives, Mr. Dennis will have served the trade in Cincinnati for twenty-three years as inspector. He has reason to be proud of the distinction and of his record; for the position has its drawbacks and annoyances and requires constant care and patience when meeting the many questions that are developed by the service; but these things never disconcert a man who enjoys his work as does Mr. Dennis.

He has the further satisfaction in knowing that the volume of business passing through his hands is annually increasing. At this time the hay receipts of the Cincinnati market amount to from twelve to fifteen thousand cars annually; and to handle this business the services of ten deputies are required, whose duties are to visit all the different railroad terminals in and about Cincinnati and make what is known as "door" inspection upon the arrival of hay at these points. The "door" inspection amounts to the drawing of samples and fixing grades from what can be seen from the ends of the bales, as

they lie in the cars. Owing to the fact that when hay is loaded in a manner to deceive, the "door" inspection is quite unreliable, because the track inspector is obliged to form his opinion on a very small proportion of the bale in sight and is, moreover, seriously hampered in his judgment on account of insufficiency of light and room, being obliged to work between lines of freight cars in a crowded railroad yard.

After the car is sold and placed for unloading, it is then that the inspector is enabled to see its defects; for each and every bale is then thoroughly inspected as it is taken from the car, and the different grades are sorted according to National Hay Association's Rules and settled for accordingly. This inspection is final, and must be accepted and the hay settled for according to the grade found unless the buyer should then challenge the grade, in which case the hay is then submitted to the hay committee of the Chamber. The Cincinnati trade believes this system as good as if not better than that of most of the hay markets of the country, for under it the shipper as well as the buyer, or receiver, is fully protected and always will receive the full market value for all the different grades that the car may contain.

However, there is a great deal of deception practiced in loading hay. The car doors will often show good timothy in the bale, which is an inducement to the purchaser, but upon unloading there is likely to be all kinds in the car—something entirely different, both in character and condition, which the purchaser neither wanted nor looked for. In such case there is often made considerable trouble and additional expense in rehandling the hay and reswitching the car. We all know that the hay that runs uniform and is honestly loaded at the doors entails less expense to handle and is much more satisfactory to all concerned; and it should be the aim of every shipper to follow this rule as much as possible. If he persists in loading to deceive, he is the loser in the long run; for in the Cincinnati market, at least, poor hay cannot escape observation, because each bale is well inspected. This is the only proper method of inspecting a car of hay, and it guarantees to the shipper that he will receive the full value for the kinds of hay the car contains, and also assures the buyer that he is getting the kind of hay he has purchased. Thus the buyer and seller alike are protected.

THE BUCKET-SHOPPERS, TROUBLES.

On August 29 an order was issued in New York directing the transfer of Louis A. Cella, Angelo Cella and Sam'l W. Adler to the District of Columbia for trial as bucket-shoppers. On September 2 the men surrendered themselves to United States Marshal Henckel and were arraigned before United States Commissioner Shields. They gave bail for \$5,000 each for their appearance on September 9.

Two firms, members of the Kansas City Board of Trade, operating at Wichita also, are said to have been spied upon by representatives of the Kansas Attorney-General's office, who expected to treat them as bucket-shoppers.

The Hamilton (O.) Grain and Produce Co. has quit the game. The brokerage concern has been doing business on High Street.

Judge Robert Carey of Jersey City on August 17 suspended the sentence of two years in state prison and a fine of \$2,000 which was imposed on Edward Altemus after conviction on a charge of conducting a place where gambling was permitted. Altemus has agreed to give state's evidence at Washington on bucket-shop cases.

It may have been noticed that there is a "change in styles" in the relation of grain prices, notably in wheat and oats. It is time that the country dealer discarded his "hobble skirt"—namely, the storing of oats free of charge. At such unusually profitable premiums for the deferred futures, on such a high-class crop of oats, his elevators and storage facilities should return good profits rather than serve simply as an accommodation for his farmer customers.—Pope & Eckhardt Co.

SASKATCHEWAN ELEVATOR COMMISSION

The Saskatchewan Elevator Commission, having returned to Regina from an inspection visit to the United States, has completed its duties so far as the investigation of the marketing of grain in the province and the merchandising of grain at Winnipeg are concerned; and will shortly make a report. This report will deal with the conditions throughout the province relating to the operation of grain elevators and upon the report it is expected the government will base its course of action with regard to proposal made that all elevators should be placed under the control and operation of the government. But part of the report will deal with the merchandising of grain in the province and the advisability of operating a Saskatchewan grain exchange; and it was with regard to this proposal that the commissioners visited the exchange at Winnipeg and the exchanges of the United States.

A NEW WISCONSIN ELEVATOR.

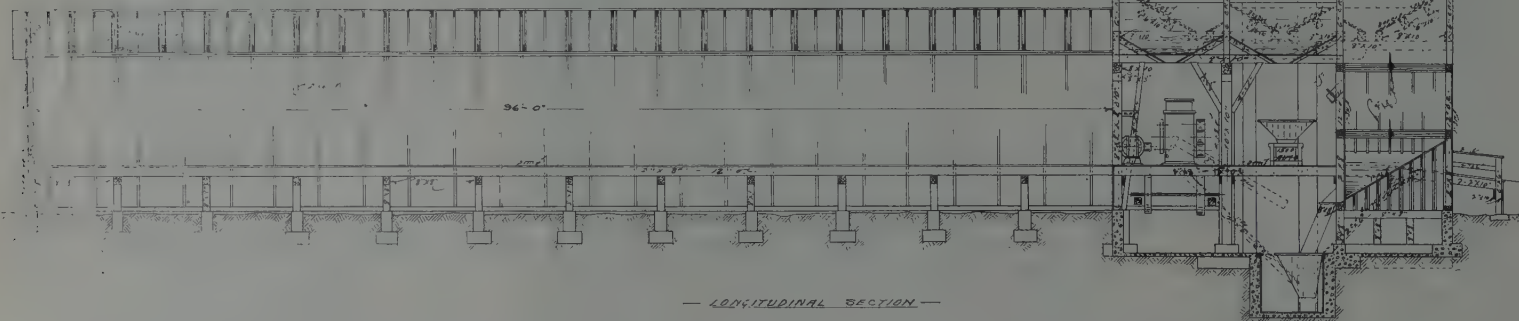
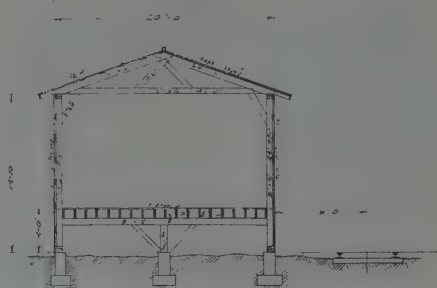
The elevator shown in the picture, made from the architect's drawings, was recently finished for the Milwaukee Elevator Co., at Walworth, Wis., by the Burrell Engineering and Construction Co. of Chicago. The plant is more than a grain elevator merely, there being attached to the elevator proper a warehouse 96x20 ft. on the ground and 14 ft. 10 in. high, for storage of feeds, etc., Walworth being a dairy as well as a grain growing county.

The elevator is 30 ft. square and 40 ft. high, giving a storage capacity of about 25,000 bushels in nine hopper-bottom bins. The entire building is iron-clad and rests on concrete foundations.

The machinery equipment includes a feed mill,

ly, and it must become so in this country if we are going to live. So far we have indulged in nothing but soil robbing and haven't done any farming; but the time is here now when we will have to change our ways. This year is a striking example of that fact. Let me tell you, only the Fourth of July—as late as that—I saw a field in North Dakota good enough for twenty-five bushels of wheat to the acre so far as appearances go, if it fills well. I noticed that that same man had quite a little park around his house. He had a beautiful lilac hedge; he had a great row of crab-apple trees; he had evergreens and gravel walks and flower beds and everything else in that line. Well, that didn't make the wheat grow, did it? No, but the same soul and the same mind that showed care and interest in the development of this beautifying influence around his home was present in the man that took care of that field and made that crop possible in a year like this. There is a lesson in this; and what I am pleading for is a more advanced farm life, and I want some of your boys to help advance it. I am going to try this if I can.

"Yes, you want to educate your sons up to the



ELEVATOR OF MILWAUKEE ELEVATOR CO., WALWORTH, WIS.—Designed and Built by the Burrell Engineering and Construction Co.

two stands of elevators, distributor in the cupola, an automatic scale and two electric motors, one in the cupola and the other on the ground, or working, floor.

The elevator is the "Burrell" type of modern house, and one of nearly 300 elevators that company has built since its organization a few years ago.

KEEPING BOYS ON THE FARM.

"What have you to do with this question, and what good will it do to talk to you about it?" asked Karl J. Farup, a banker of Park River, N. D., of the Bankers' Association of that state. As the query would be pertinent addressed to grain men, we quote his answer: "Let me tell you what good I think it will do," he said. "To begin with, you are concerned in the success of the farm because therein lies, in part, the success of your business. For that reason you can advise farmers with good grace, and with your admonition you can do something to help out the system of farming. You can also do more."

"Some of you have boys; and I know that some of those boys, if you would encourage them, would gladly take up a progressive and advanced method of farming as a profession. Supposing you spend as much to educate them in that line as you would to educate them in another profession; don't you think that would make them find their work so interesting that they would consider themselves right up even with me in any other profession?"

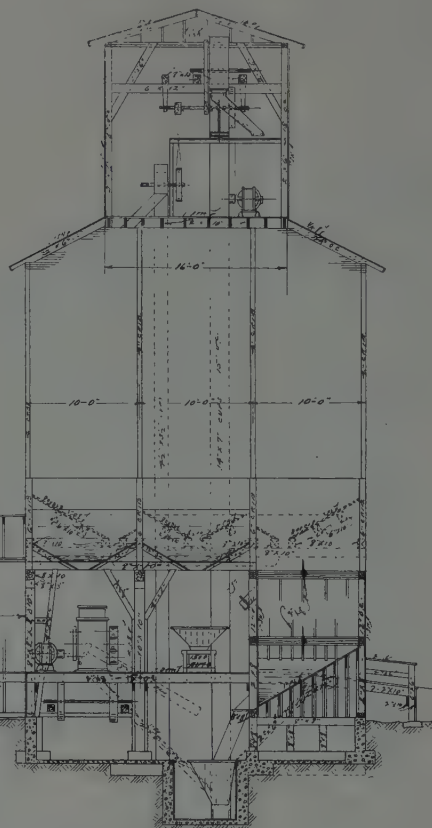
"Farming is a profession when carried on right-

various professions. That is the common rule. You will admit that most of them must be mediocre in their various lines of business or profession, because that is what the word 'mediocre' means; it means a medium; and in a large bunch of us, taking it all around, there must certainly be a whole lot of the medium kind. Don't you think that a well appointed, well equipped, well started and well balanced young man on a farm will have fully an even chance to spend his life as happily as the mediocre business or professional man in the city? I do. Supposing, even, that your boy does climb the ladder of success and fits himself for life among 'the four hundred,' is that any assurance that his life is going to be happier? We will be able, if we hunt for it, to find some folly even there."

Values for farm lands keep advancing. This is particularly so in the more sparsely settled states of the West. Areas of public land adapted to farming, which could be occupied at small cost, have narrowed rapidly. Yields of crops have not kept pace with growth of population, causing decline in exportable surplus and advance in prices of farm products. More intensive cultivation helps increase value of farm lands. General advance in land values, therefore, is due to normal causes, but has tendency to incite speculation. Purchase of new lands for investment purposes with intent of development and cultivation is desirable, but prices for farm products cannot advance indefinitely. If they should suffer a serious setback, speculation in farm lands might involve severe losses.—F. I. King.

DRY FARMED WHEAT.

L. P. Wood of Billings, Mont., manager of the Russell-Miller Milling Company, advances the theory that "dry-farmed" wheat is better milling wheat than that grown on imported lands. Writing recently to John T. Burns, secretary of the Dry Farming Congress, he said: "In this vicinity the quality of the dry-farmed wheat is excellent, and this we have determined by very careful laboratory tests. For milling purposes the dry-farmed wheat is a great deal more uniform in quality than the irrigated product, and the quality and quantity of the gluten is more uniform. This year's grade has been shown to contain from 37 to 47 per cent of good quality of gluten, while the irrigated wheat



runs from 30 to 40 per cent and the quality of gluten is very uncertain.

"The variety of wheat best adapted to dry-farming in this district is the hard Turkey red, as it matures quicker than spring wheat and does not have the drouth conditions to contend with so long. This variety of wheat is excellent milling grain when ready for market. However," Mr. Wood very wisely adds, "the farmers should consult their local millers as to the wheat that is best to raise in their vicinity."

BIG RECEIPTS.

The returns of receipts and shipments of grain, published on another page, show enormous receipts of wheat at Minneapolis, Duluth and Chicago, and of oats also at Chicago, in August. In fact, at both Chicago and Minneapolis the receipts have broken all previous August records. Chicago for the first three weeks of August received 31,541,000 bus. of all grain against 18,754,000 bus. in 1909, while Minneapolis in the same three weeks was equally crowded with business, the roads on August 21 bringing in 920 cars or 211 more than for the same date of 1909. At Chicago on August 24 it was necessary to put an embargo on grain on the Belt Line, doing the switching to South Chicago elevators, all tracks being congested. The economic, or trade, significance of the movement, we leave traders to interpret for themselves.

County Commissioner Johnson is erecting an elevator on his farm near Highland, Minn.

THE NATIONAL HAY ASSOCIATION.

The National Hay Association met in seventeenth annual convention at "The Breakers," Cedar Point, Ohio, on August 23, 24, 25, 1910. The sessions were held in the Auditorium which was handsomely decorated in honor of the hay dealers, and in the rear of the president's table, suspended between two American flags, was a representation of the emblem of the Association and the motto, "Not for self, but for all." Following the usual custom, delegates were apportioned through the hall by states, there being twenty-five states represented.

When President H. W. Robinson of Green Springs, Ohio, called the first session to order at 11 a. m., on Tuesday, August 23, there were seen in the front seats many representative laymen. Ex-Presidents H. G. Morgan of Pittsburg, Chas. England of Baltimore, Maurice Niezer of Fort Wayne were there, besides Ex-Secretary P. E. Goodrich of Winchester, Ind., and many prominent hay men were distributed throughout the hall.

Immediately following the call to order, Divine guidance was invoked for the deliberations of the Association by Rev. Melvin T. Ayers of Green Springs, Ohio. Hon. Judson Harmon, governor of Ohio, being absent on account of duties of state, the grain men were welcomed to Cedar Point by Hon. W. E. Glavin of Sandusky. He said he appreciated the importance of the business represented by the Association and that the work of the organization resulted in benefit not only to its members but to the people of the Nation at large.

The response on behalf of the Association was made by Charles England of Baltimore, who thanked the Cedar Point Resort Company and the people of Sandusky for their cordial welcome.

PRESIDENT'S ANNUAL REPORT.

The reading of the minutes of the annual meeting of 1909 was dispensed with. President Robinson then read the annual report of the president and board of directors as follows:

In accordance with our Constitution, it becomes my duty at this time to report to you the proceedings of the board of directors during the year, outline the general condition of the affairs of the Association, and, as is customary, offer such recommendations for your consideration as may seem for the betterment and improvement of it.

Under a clear financial sky, we have passed through a year with the civic, industrial and commercial conditions of our country healthy and highly satisfactory. We can but record the year in history as a choice period most decidedly marked by that rapid growth and intensity of purpose so characteristic of the American people as a nation. We have proved our rapidly developing strength, by resisting certain depressions which threatened a general business disturbance, thus indicating that our business policies are being more substantially grounded in order to meet the marvelous progress of our times. Traveling as we are, down the avenue of life at a speed never before known to man, thinking and doing things quickly and fast, devices of safety must be provided everywhere; and they must not only be temporarily but permanently adequate to insure safety. So-called panics have swept thru our commercial system in other years, sometimes entering the innermost recesses of the most carefully constructed foundations, shattering and crumbling the most cautiously laid plans of men, the direct or indirect result of excessive personal gratifications and luxury, which drugs the soul and lulls to sleep the better judgment of man. The averting of the repetition of these depressions has in no other period attracted the careful thought and consideration that it does to-day.

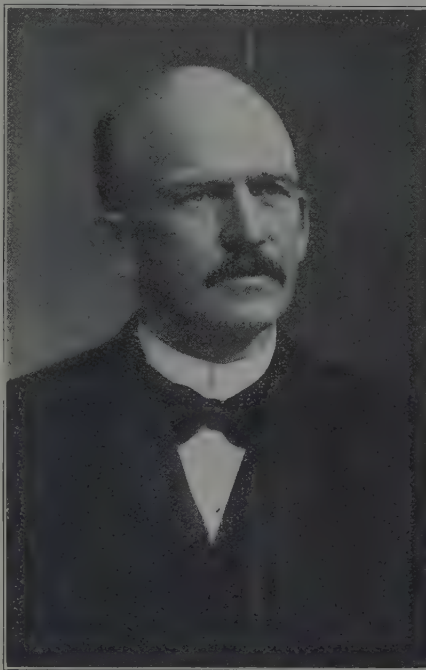
CONDITION OF HAY TRADE.—The year in the hay trade was generally satisfactory, although in some respects unsatisfactory. Last year's crop was about an average, so far as quality was concerned, although the quantity was below the average. The Eastern states showed the greater shortage, but the most of this was made up by the Central States. The season opened with higher prices than usual, principally because of the firm feeling in the East and the inclination of the dealers from that section to make early purchases. The usual inactivity during and before the holidays was notable, followed early in the year by an urgent demand, forcing prices to a higher level. An exceptional spring, favorable to early pasture, caused a gradual reaction to a basis of values near those of the late fall, continuing on this level with little variation until near the close of the season, when the top grades scored the high prices of the 1909 crop.

Thus we find that market values were most kind to the conservative dealer, and the speculator who bought early in the year was afforded a favorable opportunity to dispose of his holdings at a handsome profit.

Most railroad companies were able to furnish cars promptly and handle after loaded within reasonable time, thus enabling the shipper to move hay at his pleasure without inconvenience, trouble and oft-times expense. Money has been easy and plentiful everywhere; and all things considered, it has been a

pleasant year in the business. Those who did not experience a profitable year can undoubtedly trace the cause to the underlying strength of the market, which kept the country buyer at a high tension, inducing him to take greater chances on both market and grade, while because of the ruling high values, on the other hand, the feeder was demanding the top of the grade, as would be natural. Owing to the sharp competition at country points, especially during such years in the business as we have passed through, too much No. 2 timothy, for example, is purchased from growers for and at No. 1 timothy prices. After making the mistake, the shipper proceeds to warp his better judgment, and tries to make himself believe that it must be the better grade, since it cost the No. 1 timothy price. It is needless to say, trouble and loss is the penalty.

THE NEW CONSTITUTION.—We entered the year's work under a new Constitution, By-laws and Rules, which, with but one exception, have proved adequate and sufficiently broad to successfully conduct the affairs of the Association. The exception is Arbitration and Investigation Rule, No. 18, providing for a decision of the arbitration committee to be appealed to the board of directors, who may review the case and affirm or reverse the decision, or remand the case to the arbitration committee for reconsideration. This rule was wisely incorporated in accord with the civic principles of our Government, but it has been and will continue to be abused unless certain restrictions and considerations are embodied. It would seem this rule should be amended so that it would only be possible to appeal a case when a minority decision has been rendered by one



PRESIDENT B. A. DEAN.

or two members of the arbitration committee; and the party appealing the case should be required to deposit with the Secretary-Treasurer a sum of money corresponding to the amount involved in accord with the decision of the Arbitration committee, as a proof of good faith.

DIRECTORS' MEETINGS.—As provided in our Constitution, the board of directors held a meeting immediately after the close of our last Convention at this place. The several committees of the board were appointed, and the salary of the Secretary-Treasurer was fixed at \$1,500 for the ensuing year. Another meeting of the board was held at Columbus, Ohio, on January 10, 1910, and after careful consideration, it was unanimously decided to hold the 1910 annual meeting at Cedar Point, Ohio, on August 23d to 25th. Action was also taken on other important matters hereafter mentioned in this report.

HAY RATE CASE.—As many of you will recall, a resolution was passed at the last annual meeting of this Association, committing to the hands of Mr. Charles S. Bash, of Fort Wayne, Ind., the further prosecution of the "Hay Rate Case;" and at this convention he will give to you a full report of his work in connection with it. The expense of the same, in accord with Mr. Bash's offer, embodied in the resolution, as well as the expense of printing the brief, unanimously approved by the Board of Directors at their January meeting, you will learn from the report of the Secretary-Treasurer. When Mr. Bash assumed and undertook this task, by his unusual offer, he proved himself a man of exceptionally willing spirit to work, as he did with that untiring effort for what he thought to be right. I can doubly assure you that he left nothing undone within his power to secure a favorable decision for the Association in this case, and because of his willingness of heart and faithfulness of effort, we can but commend him in the highest terms.

RATES AND LEGISLATION.—Early in January, the Central Freight Association issued a new tariff, No. 15B, effective February 20, 1910, applying on all classes and commodities from points in Indiana, Kentucky, Michigan, New York, Ohio, West Virginia and Pennsylvania, to points in Southern territory, showing a general advance in rates, hay being included. These new rates were made up on the basis

of combinations, and canceled the old Class D rates in effect so many years. The advance was so great, varying from 15 per cent to 35 per cent, that a general disturbance has been unavoidable in the Southern hay markets. Various complaints were filed by the Southern trade with the Interstate Commerce Commission, the most important of which was the one by the Memphis Hay and Grain Exchange, asking the National Hay Association also to file a similar complaint in support of theirs. We did not deem it wise to do this at the time, since a decision on the "Hay Rate Case" had not been rendered. After the decision was made, we arranged a joint conference with the Central Freight Association, which was held at Chicago, on June 30, 1910, our Association being represented by five of your officers and Mr. C. B. Stafford, Commissioner of the Memphis Hay and Grain Exchange, who presented the matter to the meeting most creditably. It was finally agreed that the Memphis complaint be submitted through the National Hay Association in the way of a compromise, which was afterwards very carefully prepared by Mr. Stafford on an intermediate basis, and all papers forwarded to your executive, who in turn has submitted them to the Central Freight Association; and we now await their answer.

Apparently there is merit in the Memphis complaint, and unless the carriers make concessions, I feel it is the duty of this Association to file an approval of the Memphis complaint with the Interstate Commerce Commission.

Hay is included in the general advance in rates throughout Central Freight Association Territory, which was to have taken effect this month, but postponed to November 1, for reasons so generally known that I need not explain. Under the Mann-Elkins Railroad Law, enacted during the closing hours of Congress in June, 1910, many new principles are established, and the power of the Interstate Commerce Commission is decidedly enlarged. It gives the Commission authority to make complete investigation of the capitalizations and earnings of railroad companies, and the Commission has already begun this work. It is to be hoped that the result of their efforts in this direction can be placed before the people in such a way as to quiet the general feeling of unrest and mistrust as to the necessities of these advances, and if found to be unnecessary, to disapprove of them. Whatever the result of this, or the Southern rate matter, it would seem that the Association should at once take up with the carriers the changing of hay from a class to a commodity rate.

INSPECTION INVESTIGATION.—A resolution was introduced by a special committee of ten at our last convention and passed, recommending that the Association employ an expert to investigate the present system of inspecting and weighing hay in our terminal markets. The board took the matter under serious consideration early in the year, and a careful analysis of the plan developed the impossibility of carrying it out; because, in the first place, the finances of the Association did not warrant the employing of an expert hay inspector, even if such a man would have been available; and then it was a foregone conclusion that nothing definite could result from it. We, therefore, decided to conduct the investigation within our means to the end of leading up to some more feasible plan to deal with this most important problem.

The criticisms and complaints of the methods employed in the Cincinnati market during recent years had undoubtedly served as the foundation for this investigation; and we accordingly solicited our Cincinnati members to use their influence with the Cincinnati Chamber of Commerce to allow the National Hay Association to assume control of the inspection and weighing of hay in that market, not only as an experiment, but rather to afford an opportunity to give the subject more earnest study. They were not inclined to co-operate with us in this plan, but, instead, solicited us to station a referee in that market; but in this we could not foresee results that would warrant the undertaking. The board then delegated your Secretary and President to visit the New York, Boston, Philadelphia, Baltimore and Pittsburg markets, not only for the purpose of investigating inspection and weighing methods, but to compare the construction of National Hay Association grades in these different markets, as well as to study the facilities for handling hay.

We undertook this work in the month of January, first visiting Pittsburg. This market receives about 19,000 cars per annum, being a larger market than is generally supposed. It is unfortunate, indeed, that a market of the magnitude of Pittsburg has not better and more adequate terminal facilities, and until it has, no satisfactory degree of merit can be conferred upon it, and the receivers must continue to labor at a disadvantage, not only to themselves but to their trade. Under these conditions, car door inspection is taken in the railroad yards and the hay sold on this, after which it is switched, or in many instances, reconsigned, usually to nearby cities, the receiver invoicing same according to original shipper's invoice weight and official Pittsburg car door inspection. When the hay is unloaded, if there is any controversy as to grade or weight, an official inspector is sent to adjust the grade, and an official weighmaster to determine the correct weight.

The construction of National Hay Association Grades in the Pittsburg market is most liberal, indeed, and while their facilities for weighing cannot be commended, yet the moral intent of the Pittsburg Exchange is above reproach. In view of existing conditions, shippers to that market should exercise exceptional care to load cars uniformly and to render accurate invoice weights.

We next visited Baltimore, and in turning to this market, we will make our report brief unless we overdo in words of praise. Their terminal facilities are the best of any market we visited, and their methods are above criticism. All hay arriving by rail at Baltimore is unloaded in the hay sheds of the Pennsylvania, Baltimore & Ohio and Western Maryland Railroads, except that billed direct for

export, which is delivered to the ocean steamship piers without breaking bulk. All the railroad lines absolutely refuse to make a delivery of hay to local sidings or warehouses upon arrival, requiring all hay (except export) for local consumption, or domestic reshipment, to be unloaded in their hay sheds, in order that the transportation lines and the receivers have complete control of the hay upon arrival. After unloading and ascertaining weight and grade, the railroads will reload the hay into cars without cost, and deliver it to any place in the city reached by their tracks for the nominal charge of \$2 per car.

This small charge is a concession as against the positive rule that all hay must go to the terminal warehouses first upon arrival. Buyers are required to make their purchases at the hay sheds, and when hay is loaded in cars for delivery elsewhere in the city, the weights and grades ascertained at the railroad terminals are absolutely final and there can be no rejections or disputes. Buyers invariably absorb the charge of \$2 per car, and it is not put upon the shipper of the hay. Because of the opportunity given local buyers to examine hay when making their purchases, it is not necessary to inspect hay shipped upon consignment, and the consignor is not only thereby saved the inspection fee, but has the advantage of the judgment of a competent salesman upon the merits of the hay, rather than its disposition upon an established grade. Therefore, less than 25 per cent of the regular consigned hay coming into this market is inspected. Even with this most careful plan and accurate system of weighing, the hay is again weighed out of the sheds for the purpose of verifying the in-weight. The inspection department is under the supervision of the Baltimore Chamber of Commerce, and I am pleased to say their interpretation of grades is highly in accord with the intentions and spirit of the Rules of our Association, with a view to affording justice to both shipper and buyer. We can therefore but speak in the highest terms not only of the effort on the part of Baltimore receivers to inaugurate a system of weighing and inspection beyond reproach and criticism, but the maintenance of it. The Baltimore hay trade were the pioneers in establishing complete hay terminals, and they deserve credit for their persistent effort, after a long term of years, to abolish the old system of track delivery from cars, depending entirely upon their own efforts to overcome the opposition which existed in the past on the part of the transportation lines to adopt new methods where radical changes were required.

The next market visited was Philadelphia, where the weighing and inspection is done under the supervision of the Commercial Exchange. The principal railroads entering that market have terminal sheds into which the hay is unloaded for inspection and storage. The hay is weighed into the sheds over track scales by official weighmasters, and the most of it is taken out of the sheds by wagons and reweighed over wagon scales. A large percent of the hay so handled is not officially inspected, but sold on merit. The interpretation of the National Hay Association Rules for grading seem fair and just so far as we could judge, and we feel the receivers of this market are to be complimented for their co-operation with our Association in their endeavor to abide by our Rules for grading. We would not venture to criticize many of the once modern methods of weighing still in vogue in this market since it is Philadelphia.

From the Quaker City, we went to New York, the greatest hay market in the world. The New York Central and Erie Railroads have terminal sheds, and about 80 per cent of the hay arrives in New York over these two lines, the remainder being handled from cars and docks. While the New York Hay Exchange adopted National Hay Association Grades two years ago, yet comparatively little hay is officially inspected, the trade there clinging to the old principle of dealing in hay on its merits. It is fair to say the justice of this principle cannot be criticized or disputed, yet it oftentimes gives rise to dissatisfaction on the part of the shipper, where hay is sold on a grade. Even though the transaction may be based on our standard of grades, yet if the hay is to be No. 1 timothy, and contains the amount or near the percent of clover or other grasses, as provided in our Rules, it is difficult to get the New York dealer or inspector to depart from the education of his youth. As it has been said, "It is hard to teach an old horse new tricks," so it is hard to teach a New York hay man that the grade No. 1 timothy can contain anything else but timothy.

But while the construction of National Hay Association grade is severe, yet the merit system is indeed broad and liberal. To verify this, your committee, accompanied by three prominent New York State hay shippers, visited the New York Central hay sheds and inspected ten cars of hay according to National Hay Association Grades. We then secured the shipper's invoice grade and the official inspection on the cars so inspected, and compiled the following interesting exhibit:

Car number.	Official Invoiced.	Official inspection.	Our inspection.
77769.....	No. 2 Tim.	No. 2 Tim.	No. 2 Tim.
60136.....	Fair & No. 1 Tim.	Not inspected	
62830.....	No. 1 Tim.	(sold as No. 1)	No. 1 Tim.
2039.....	No. 1 Tim.	No. 1 Tim.	Few No. 1 Tim., bal. 2 & 3 Tim.
13801.....	No. 1 Tim.	No. 1 Tim.	No. 1 Tim. (liner).
62712.....	No. 1 Tim.	No. 1 Tim. & L. Mix.	No. 1 Tim. (liner).
122273.....	No. 1 Tim.	Extra No. 1 Tim.	No. 1 Tim.
5434.....	Not shown.	Not inspected	No. 1 Tim. (sold as No. 1)
64935.....	No. 1 Tim.	Not inspected.	No. 1 Tim. (liner).
25530.....	Choice Tim.	Not inspected.	Choice Tim.

The time is too short to discuss this further, but it offers sufficient proof to vindicate the many charges of unjust grading in the New York market. In passing to their system of weighing, we regret to be compelled to report that while New York proudly boasts of setting the pace of progress in commercial activity for all the world, yet her method of weighing hay is the product of an age long since passed into history. Ten to twenty bales are weighed from each car, these weights compared to the tag weights, and the remainder of the car averaged accordingly. The inaccuracy of this is apparent for many reasons, and it is to be hoped that ere long New York will inaugurate a system of weighing, leading to some higher degree of accuracy.

On to Boston, where we found railroad terminal sheds as at Baltimore, Philadelphia and New York, into which the hay is unloaded, the same being officially weighed in under a commendable degree of accuracy. The merit system predominates in that market in respect to grades, and has become so fixed that the receivers have considered it unwise and next to impossible to adopt our rules for grading. The Chamber of Commerce has, however, created a hay inspection department, the services of which is available should occasion require, but we found that it was seldom called upon, unless so specified at time of purchase. Boston ideas of grades are so well established and understood by regular shippers using that market that there is comparatively little trouble arising from this source. The Boston receivers will gradually realize the necessity of more and more adopting our Grades for a guide as the tendency to buy or contract hay from country shippers increases.

In summing up this inspection tour we can but admonish shippers to be more cautious in loading their hay uniformly, invoicing more carefully as to grade, and exercising greater care in weighing their hay as it is loaded; for in this way you will have rendered most valuable assistance toward eradicating the many differences that arise, and many of the clouds of criticism that have gathered over these terminal markets will pass away. In departing from this subject, we would have it understood that whatever criticisms may have been offered have been made with the intent of inspiring more earnest efforts to attain better terminal facilities. Furthermore, we would have it clearly understood that whatever unfavorable comments we have made pertaining to any of these markets have been relative to the available means afforded and not to the moral intent; for never before has business integrity been so eagerly sought and practiced by our boards of trade, exchanges or chambers of commerce as to-day.

We would recommend that this investigation be continued by the Association, especially in other direction and in other markets, during the coming year, unless a more feasible plan that would promise better and more decided results can be outlined by this Convention.

CHARTER.—In view of the fact that our charter expires August 8, 1911, it became our duty to take out a new one to be acted upon at this year's meeting. The board directed and empowered our executive to secure the same. It having been generally conceded that our present charter was not broad enough to cover our possible needs, and being inconsistent in some respects to the spirit of our organization, I referred the matter to Mr. John B. Daish, of Washington, D. C., who very generously secured for the National Hay Association a Federal charter which is sufficiently broad as to meet our requirements, without charge for his services. It reads as follows:

"CERTIFICATE OF INCORPORATION OF THE NATIONAL HAY ASSOCIATION.

"KNOW ALL MEN BY THESE PRESENTS:

"That we, Ralph L. Galt, of the City of Washington, District of Columbia; John B. Daish, of the same place, and H. W. Robinson, of Greenspring, in the State of Ohio, being persons of full age, pursuant to the provisions of Sub-Chapter III. of Chapter XVIII, of an Act of Congress entitled, 'An Act to establish a code of law for the District of Columbia,' approved March 3, 1901, as amended, do hereby associate ourselves as a society for mutual improvement and do hereby declare:

"1. That the name or title of said society shall be 'The National Hay Association.'

"2. That the term for which said society or association is organized shall be perpetual.

"3. The object for which said association is formed and the nature of its business are as follows: For the purpose of fostering trade and commerce in hay, straw and other like products; for advancing the interest for those having a common business relationship in such trade; for the purpose of reforming abuses relative thereto; for securing freedom from unjust or unlawful exactions in such trade; for diffusing accurate and reliable information as to the standing of merchants and other matters pertaining to such trade; for procuring uniformity and certainty in the customs and usages of such trade and commerce and of those having a common business relationship for such trade; for settling differences between its members and promoting a more enlarged and friendly intercourse between business men interested in such trade.

"4. The number of directors for the first year shall be three, to wit: Ralph L. Galt, John B. Daish and H. W. Robinson, being the parties aforesaid.

"5. That said Association, or society, shall have all the powers conferred by the said Sub-Chapter III. of Chapter XVIII, aforesaid.

"IN WITNESS WHEREOF, the parties aforesaid have hereunto set their hands and seals this 18th day of January in the year of our Lord one thousand nine hundred and ten.

"RALPH L. GALT. (Seal.)

"JOHN B. DAISH. (Seal.)

"H. W. ROBINSON. (Seal.)

You will note this charter also conforms to our Constitution and By-laws; and we would recommend that this Convention adopt it, and instruct the board of directors to accept it on January 18, 1911, or as soon thereafter as it is convenient.

RECIPROCITY IN TRADE.—During the year, our attention has been repeatedly directed to the practice of a number of Western shippers in sending quotations to stablers and small dealers, especially in New England and about New York. It is upon this trade partly that the Eastern receiver must depend for his outlet. Many of these small buyers can handle mixed cars to better advantage; and they are in the habit of taking thirty days, or in many instances a much longer period in which to pay for their purchases. Because of the expense of making up these split cars, and because of the credit extended and the risk thereof, as well as the expense and work of collecting, the wholesale dealer must have extra remuneration. There is not one chance in fifty that this small retailer or consumer will give the country shipper an order, but he saves the quotation to flash in the face of the Eastern salesman. Such a practice on the part of shippers would be discountenanced in most any other line of established business.

On the other hand, the practice of receivers in sending market reports to farmers and irregular so-called dealers in the producing sections, many of whom go to the trouble of even getting out a business letter head for a blind in order to dispose of their own hay, and possibly that of a few neighbors or friends without allowing it to pass through the hands of the regular local dealer, should be discontinued. Advertising in farm and country papers, soliciting consignments from anybody and everybody, is equally as unbusinesslike; but of the breaches of business courtesy none is more deplorable in the hay business than the practice of dealers in consuming markets of rushing into the country spasmodically and buying from growers or furnishing money to some irresponsible party to do it for them. We only allude to these particular practices in passing, since they have all been brought to our attention during the year, and investigation proved that all of the complaints had been well founded. In following them up, we are pleased to report that, without a single exception, we have successfully suppressed them, the offender in every instance asserting no intention of injustice or injury to another. The correction of these and similar irregularities should be followed up until they are wiped out.

MEMBERSHIP AND DUES.—The question of quantity or quality in respect to membership has afforded a topic of much thought, especially since the dues were advanced at our last convention, and it is our opinion that, when we consider the high principles upon which the Association is founded, business integrity must be considered first if we would stimulate a healthy growth. While our work in the past has been generally effective and our growth phenomenal, yet the half has not been done. I doubt not but that we have members who feel they cannot afford to pay the present dues, and many dealers who would do credit to our roll without our portals feel the same way; yet man's feelings in regard to outlays of this character are oftentimes not in accord with his best interests. In this connection, I make some investigation as to the dues, and comparatively the work of similar trade organizations, and I found that our dues were not only as low but the lowest of any nationally prominent trade association in the United States; and, furthermore, I did not find an association doing the work we have been doing with the dues under the double our own. I hope this may find a place in the memory of those who have murmured loudly as well as those who have murmured softly. Nothing in our future growth should be more cautiously guarded than the commercial character of our membership. Not only should more care be exercised in approving of those who apply for admission, but it is the duty of every member who would uphold honorable dealing to assist in tracing up and convicting any who may have slipped in unknown or unnoticed for the purpose of gaining advantage and confidence to the end of unfair trading. This is a duty every member owes to himself, his fellow members and the Association.

FUTURE OF THE HAY TRADE.—It is needless to note the marked changes in the hay business during these years of the innovation of the motor, and still more are to come. Not only are the demands and outlets of the city markets gradually changing, but the marvelous interest developing in agricultural education is tending to revolutionize the kinds of hay produced. The maintenance of the fertility of soil is becoming realized as a necessity if our Nation as a producer of farm products would increase its production in proportion to our increase in demand and consumption. In respect to hay, scientific investigation shows the loss of fertility in growing a ton of timothy is \$3 greater than in the production of a ton of clover, and, furthermore, the actual food value of a ton of timothy is less than that of a ton of clover. The change in demand will come only as the feeder is educated to these facts; and I doubt not but that it will have to be forced upon him by a greater premium being placed upon timothy than there is at present, before he is made to realize it. Statistics prove that the acreage of timothy is decreasing and the acreage of clover increasing in the United States each year. Under ordinary circumstances the business of the shipper and receiver need not be affected by this; and I only present you with these facts as a timely warning of the changes that must come in the hay trade in this respect, and we cannot and should not try to avert them because they are for our best interests as a Nation.

CONTROVERSIES AND THEIR CAUSE.—The increased work of our arbitration committee and secretary in adjusting differences in the past year is no indication that the world is growing worse, nor that the integrity of the hay trade is declining; but on the other hand is rather indicative of the increasing

confidence the Association is gaining among our members as a court of justice. Large amounts of money are saved to our members annually and many words of anger are suppressed and hearts tempered by the wisdom and justice of our arbitration committee, the personnel of which cannot be too carefully guarded by the selection of men broad enough in their views to be unprejudiced in rendering judgment. Not only does the arbitration feature of our Association afford an opportunity to adjust controversies between members, but the very existence of this court stands as a warning against the practice of unjust methods.

It is interesting indeed to inquire into the causes that give rise to these many differences. In the first place, we find poor and faulty contracts serving as the nucleus of many cases submitted for arbitration. It seems proper here to suggest that the Association prepare a uniform, explicit and binding contract for the use of its members. Another source is dealing in distant future hay, and the only remedy for this is to urge the discontinuation of the practice. We might cite you to other causes, but the mention of these, we trust, may inspire you to conduct your business under such a system as to avert complications as much as possible.

The work thrown upon our Arbitration Committee has become burdensome, and we desire to make special mention of our appreciation for the faithfulness and able judgment exercises by the members of it during the past year. Our members can render much assistance to this committee in their arduous duties by following the suggestions just mentioned, thus enabling parties to controversies to submit their evidence more clearly and in a more concise form.

AUXILIARY ORGANIZATIONS.—We must not allow pride to blind us to the fact that there are other organizations besides the National Hay Association. Many of them are engaged in fields of labor of direct or indirect interest to us, such as the Grain Dealers' National Association, the National Farm Congress, the American Civic Federation, the American Bankers' Association, the National Conservation Congress and others. In the spirit of co-operation toward the strengthening of our commercial system, we have been invited to send delegates to the meetings of many of these various organizations, and we have in most instances appointed them to prove our interest in the telling work organization is accomplishing. Much of value is to be gained from this co-operation, and the prestige of the National Hay Association is to be made greater by it.

MEMORIAL.—The ravages of time ceases not to lay waste; like unto the Grand Army of the Republic, each year increases the call from our membership to that land from whose bourne no traveler returns.

Mr. Edward R. Woodrow of Columbus, Ohio, a member of the firm of Scott & Woodrow, and a veteran in the hay and grain trade, answered the first call of the year, September 9, 1909, after a protracted illness.

The next call came to Wm. A. Howes of Pottsville, Pa., November 22, 1909. He was a prominent man in his community in both a business and social way, and one of the older members of this Association.

Mr. Theodore R. Ballard of St. Louis, Mo., was killed by accident on the evening of December 13, 1909, while on his way home from his day's labor.

On the evening of January 27, 1910, Edwin D. Miner said his last good-night to his friends when he left his office, and shortly after reaching his home was stricken without a moment's notice. His death cast a shadow of gloom and sorrow over not only the members of the New York Hay Exchange, with which he had been identified for eighteen years, but over a large circle of friends, many of whom he had made through his attendance at these annual meetings by his pleasant and charitable disposition.

"With a cheery smile and a wave of the hand

He has wandered into an unknown land."

Mr. James Weddell, a member of the firm of Chas. Lunsford & Co., Petersburg, Va., died January 20, 1910.

Mr. John L. Burgess of the firm of Burgess & Todd, New York, a gentleman well and favorably known to many of the members of our Association, passed away after a short illness at his home in East Orange N. J., March 11, 1910.

On the 11th of the same month Mr. Levi F. Miller of Philadelphia was summoned from an active business life.

At high noon of April 24, 1910, the earthly life of Carey L. Curless of Lima, Ohio, came to a close, marking the early end of a well-begun life. Those of us who knew him best realize most the loss of a faithful friend, and by his death the National Hay Association lost a member of the highest moral and business integrity.

Horace Marble, not only a leading hay shipper, but a prominent man in the business and political affairs of Wheatfield, Jasper Co., Indiana, died on June 15, 1910.

We regret to be compelled to record also the deaths of George Y. Banks of Columbus, Ga., and C. B. Sullivan of Nashville, Tenn., during the past year. "So the multitude goes, like the flowers or the weed That wither away to let others succeed."

CONCLUSION.—Finally, in closing the year's work as your executive, I desire to express to you my sincere appreciation for the consideration you have given me. Your cordial support at all times has served as an inspiration in the work, and I can assure you that the many new friends I have made and the strengthening of ties with old ones will amply repay me for whatever service I may have rendered. I shall ever treasure in memory this pleasant relation with you.

My work with your secretary has been gratifying and satisfactory beyond measure. I am pleased to commend Secretary Taylor to you in words of praise

for his affability and earnestness of purpose. He has entered into his work with his whole soul and his full energy has been directed toward the upbuilding of this Association.

The work of the board of directors has been harmonious and effective at all times. The various standing committees and the vice-presidents have taken unusual interest in their fields of work, as will be indicated by their several reports to be made at this Convention. The columns of our trade papers have been at our command, and they deserve our support for the influence they have exerted toward bringing the National Hay Association to the high position it now holds. Again thanking you all for whatever share you may have contributed to the success of the past year, and hoping that the unity of purpose which has prevailed may continue into future years, I would direct your attention to the fact that

"We are not here to play, to dream, to drift;
We have hard work to do and loads to lift."

Chas. England moved that the report of the board of directors be accepted and referred to a committee of three for further action. The motion being carried, the chairman appointed on this committee Charles England, P. E. Goodrich and J. F. Fangboner.

President Robinson then appointed the following committees:

Nomination.—Maurice Niezer, Fort Wayne, Ind.; Geo. A. Blakeslee, Chicago; Charles J. Austin, New York; E. W. Berthoff, Jersey City, N. J.; H. H. Driggs, Toledo, Ohio; J. Beatty, Philadelphia and A. E. Clutter, Los Angeles, Cal.

Auditing Committee.—C. A. Coleman, Savannah, N. Y.; R. E. Austin, Pittsburg; T. L. Wood, Boston.

Resolutions.—H. S. Grimes, Portsmouth, Ohio; Egil Steen, Baltimore; H. H. Deane, Bluffton, Ind.; D. S. Wright, Weedsport, N. Y.; T. A. Jennings, Lynchburg, Va.

Credentials.—B. A. Dean, Auburn, N. Y.; J. V. Ferguson, New Orleans, La.; H. Bennader, Lodi, Ohio.

The session was then adjourned.

WEDNESDAY MORNING.

President Robinson called the Wednesday morning session to order at 10:30 o'clock and Jas. Gregg, chairman, Atlanta, Ga., made a report for the state vice-presidents, as follows:

As chairman of State vice-presidents, I wrote the last week in July to all of the state vice-presidents, enclosing stamped envelope, requesting them to give me a report as to amount of old hay on hand, also the new crop, its kind, quality and condition in which it was harvested. I received replies from most of the vice-presidents, while some of them gave no reply whatever. Here are the replies by states:

Alabama.—Mr. W. C. Ages, vice-president for Alabama, states that he is working vigorously for new members, and hopes to send in a good many applications between the date of his letter and the date of the convention.

The supply of old hay in Alabama is exhausted. No hay is raised in Alabama except Alfalfa and Johnson grass. Raised this year the largest crop of Alfalfa in the history of the state, but a large per cent of it is of inferior grade on account of wet weather during harvest. Johnson grass was an entire failure on account of heavy rains.

Arkansas.—Mr. T. H. Bunch, vice-president for Arkansas, writes that his State produces no hay but Prairie hay; that about 3,000 cars of Prairie hay are marketed annually, but that continuous rains in June and July this year reduced the crop materially. No other hay is raised, and the State of Arkansas is a large consumer of Kansas and Oklahoma Timothy and Alfalfa hay.

Connecticut.—Mr. G. G. Davis, vice-president for the State of Connecticut, writes that the old hay is nearly exhausted. He also says, about the new crop, that Timothy is "best ever" and harvested in perfect condition. Clover Mixed is a fair crop. No Clover is raised to amount to anything. Alfalfa— but little is raised as yet but increasing in popularity and where properly cared for is giving excellent results.

District of Columbia.—Mr. J. E. Loveless, vice-president for the District of Columbia, says old hay is about exhausted, and they depend on the West for their supply.

Florida.—Mr. A. S. Baker, vice-president for the State of Florida, says stocks of old hay in his state are exhausted; practically no hay is raised in Florida, and they depend on the West for their supplies.

Georgia.—Mr. A. B. Moore, vice-president for the State of Georgia, says the State is a consuming and not a producing state for hay. Stocks of old hay are very light and buyers are waiting to take hold of the new crop.

Illinois.—Mr. J. P. Odell, vice-president for the State of Illinois, writes that the stock of old hay on hand in his State is below the average; that the new Clover is above an average crop, but Timothy is below an average.

Indiana.—Mr. Edward H. Yeung, vice-president for the State of Indiana, says old hay on hand is about 10 per cent; new crop Timothy, about 75 per cent, new crop Clover Mixed, about 80 per cent, new crop Clover, about 100 per cent. Taking the State as a whole, the crop has been harvested in good condi-

tion, but in Southern Indiana there has been a great deal of rain and the new hay damaged.

Iowa.—Mr. E. G. Rich, vice-president for the State of Iowa, writes that very little old hay is left, not to exceed 3 per cent of the 1909 crop. Hay crop of all kinds is light—Timothy about 66 per cent; Clover and Clover Mixed, about 75 per cent of a crop, last year's basis. Condition good. Crop of Wild hay very light—not to exceed 50 per cent of a crop of Upland Prairie, and 80 per cent of Midland Prairie.

Louisiana.—Mr. Geo. B. Matthews, Jr., vice-president for the State of Louisiana, writes: "Practically no old hay is left in the State. There was quite an acreage of Alfalfa hay raised, which was harvested in good condition."

Maryland.—Mr. H. C. Jones, vice-president for the State of Maryland, writes: "Stock of old hay about cleaned up, not over 10 per cent still in farmers' hands. The new crop of Timothy is very light. Clover Mixed and Clover predominate, but is more or less weedy. It was harvested in good order and is of good color."

Massachusetts.—Mr. T. L. Wood, vice-president for the State of Massachusetts, writes that the old hay is about exhausted; new crop of hay fine—a 100 per cent crop.

Missouri.—Mr. Fred Deibel, vice-president for the State of Missouri, writes that quantity of old hay in his State is very limited. New crop of Timothy, Clover Mixed and Alfalfa, very fine as to quality, but not more than half a crop.

Nebraska.—Mr. W. W. Watson, vice-president for the State of Nebraska, writes that his State raises only Prairie hay. About 5 per cent old hay on hand, and not to exceed half of a new crop raised on account of hot, dry weather.

New York.—Mr. B. A. Dean, vice-president for the State of New York, writes that there is probably less than 3 per cent of the old hay on hand; that the new crop, taken as a whole, is about equal to last year; the Northern part much heavier and the Southern part lighter. The crop will average about 25 per cent Timothy, 40 per cent Clover Mixed, 10 per cent clear Clover, and 10 per cent Alfalfa. Crop was harvested in good condition.

North Carolina.—Mr. N. E. Mohn, vice-president for the State of North Carolina, says: "Old hay supply exhausted. The State of North Carolina is a consuming and not a producing state."

Ohio.—Mr. Chas. T. Pierce, vice-president for the State of Ohio, writes: "No old hay on hand. The new crop of hay will be 80 per cent of a full crop, 40 per cent No. 1 Timothy, 20 per cent of Light Mixed, 30 per cent of No. 1 Clover Mixed, and 20 per cent of Clover."

Pennsylvania.—Mr. Geidel, vice-president for the State of Pennsylvania, writes that as the State of Pennsylvania is mainly a consuming state, its own production cuts very little figure in the hay industry. This year finds it producing very little hay, and very little old hay left.

South Carolina.—Mr. Ed. J. Gage, vice-president for the State of South Carolina, writes: "No old hay on hand. The State of South Carolina is a consuming and not a producing state."

Tennessee.—Mr. H. H. Hughes, vice-president for the State of Tennessee, writes: "No amount of old hay on hand. New crop of Timothy very light, but 90 per cent of a full crop of Clover Mixed and Clover hay. Some damage on account of wet weather."

Virginia.—Mr. G. L. Bell, vice-president for the State of Virginia, writes, "Practically no old hay left in the State of Virginia. Not being located in the hay producing part of Virginia, I am unable to give an estimate of the hay crop."

West Virginia.—Mr. Guy C. Earle, vice-president for the State of West Virginia, writes: "No old hay on hand. West Virginia is a consuming and not a hay producing state."

Washington.—Mr. J. E. Galbraith, of Seattle, vice-president for the State of Washington, writes that while the quality of the hay crop is good, the crop is very short of all kinds of hay in both Washington and Montana.

Wisconsin.—Mr. W. Seyk, vice-president for the State of Wisconsin, writes: "No old hay left in Wisconsin. About half crop of hay raised and harvested in good condition."

The State Vice-Presidents of the following states failed to reply to my letter: Kansas, Kentucky, Michigan, Minnesota, New Jersey, Oklahoma, Rhode Island.

The report was received and placed on file.

J. Ralph Pickell of Chicago, made an address on the subject, "Hay in History."

SECRETARY'S REPORT.

J. Vining Taylor made his report as secretary, in part as follows:

I take great pride and pleasure in submitting this, my first annual report, as your Secretary-Treasurer. You naturally expect this report to be a review of the year's work. It would be an endless task to try and give the entire work, but I submit for your information and consideration the following synopsis of what this office has done:

We handled 44 cases, 16 of which have been compromised in our office without the aid of the arbitration committee, and 21 cases prepared for the committee. Fifteen are now in our office, 10 of which will be compromised and settled without the aid of the committee, and one claim of \$100, on which I have collected \$75 to date, making a total of 58 cases, to say nothing of scores of petty complaints handled.

We have distributed 35,000 circular letters, pamphlets and other literature in regard to crop conditions, suspended members, new members, warnings in regard to firms or individuals whom we thought unworthy of doing business with and soliciting new members. Along this line, beg to state that we

have written, in round numbers, 5,000 personal letters of solicitation.

We are pleased to report that the general condition of the association is very satisfactory. While in point of membership, we show a small decrease, on account of the increase in dues, yet our finances show a nice increase.

We submit the following figures of receipts and disbursements:

Receipts.	
Balance on hand July 27, 1909.....	\$ 3,788.97
Collected dues, 1909-10.....	1,385.00
Collected dues, 1910-11.....	4,567.50
Collected, emblems sold.....	2.50
Collected, Hay and Grain Cipher Codes.....	58.50
Collected, Arbitration Deposits.....	470.00
Collected, Commission on claims handled.....	44.66
Collected, Cedar Point Resort Company for badges.....	150.00
Collected, sale hay samples last convention.....	15.00
Collected, interest on loan.....	22.50
	\$10,504.63

Disbursements.	
Expense President and Secretary inspection tour.....	\$ 234.75
Postage, express, freight, etc.....	554.98
Stationery, printing, etc.....	395.03
Printing briefs in hay rate case.....	105.80
Printing annual reports.....	414.70
Expenses, public speakers last convention.....	65.00
Salary, Secretary-Treasurer.....	1,625.00
Refund, Arbitration deposits.....	260.00
Mrs. M. B. East, reporting convention, 1909.....	81.00
Traveling expenses, Secretary-Treasurer.....	127.09
Bond of Secretary-Treasurer.....	12.00
Stenographer.....	50.90
Difference on new typewriter.....	30.00
Expenses Arbitration Committee, 1908-09.....	50.00
Badges for 1909 convention.....	180.00
Expenses President Niezer, 1908-09.....	238.14
Miscellaneous expenses.....	73.34
T. P. Riddle, compiling statistics, 1908-09.....	15.15
Traveling expenses, officers.....	64.80
Directors traveling expenses, Columbus, O.....	146.05
Expenses, C. S. Bash, and printing briefs in hay rate case.....	107.00
	\$ 4,830.23

Receipts, all sources.....\$10,504.63
Disbursed.....4,830.23

Balance on hand August 23.....\$ 5,674.40	
Membership by States	
Alabama.....10	Minnesota.....10
Arkansas.....6	Michigan.....84
California.....1	Missouri.....22
Colorado.....5	Nebraska.....2
Connecticut.....6	New York.....127
District of Columbia.....11	New Jersey.....17
Florida.....16	North Carolina.....9
Illinois.....48	Ohio.....194
Georgia.....13	Pennsylvania.....75
Oklahoma.....4	Rhode Island.....8
Indiana.....65	South Carolina.....1
Iowa.....4	Tennessee.....20
Kansas.....4	Virginia.....40
Kentucky.....3	West Virginia.....10
Louisiana.....7	Wisconsin.....5
Maryland.....12	Washington.....1
Massachusetts.....33	Oregon.....1

Total.....888

Ohio still remains in the lead, with 194 members, New York second, with 127 members, Michigan third, having 94 members.

Actual membership, July 28, 1909.....	949
Expelled for non-payment of dues.....	80
Lost by death.....	6
Lost by dissolution.....	15
Resignations.....	82
Suspended.....	6-189

Joined during year 1909-10.....128

Present membership.....888

During the past year we have handled a number of accounts, on which we collected a commission of ten per cent. Many difficult claims were adjusted, ones which were hard to collect; the value of this line of association work is becoming more and more appreciated by our membership.

During the past year, nothing has been so vividly brought out in our work in handling disputes and differences between members, as is the loose and poorly constructed contracts, on both sales and purchases. These differences and controversies can be minimized by clearly stating in the contract all of the conditions of sale or purchase, as the case may be, each party to the contract should have a copy of same. Our Trade Rules are very plain, and should be studied carefully by every member. It would help him along these lines.

The arbitration committee for the past year has handled, as stated before, twenty-one cases, and the association owes this committee a debt of gratitude for their painstaking work. This amply proves that an association like ours should have an arbitration committee made up of the best men upon its roster. The small shipper has no other tribunal to which he can go with his disputes for settlement, and the receivers prefer this method of settlement to the expensive proceedings of litigation.

We want to call your particular attention to the complaints that have been made to this office, in regard to shippers sending their hay and straw as well as grain into markets direct to consumers and retailers. This is radically wrong and unbusiness-like. You shippers would not tolerate the receivers coming into your territory and buying direct from the farmers (although I regret to say this has been done to some extent). Complaints also reached us

as to our members loading hay at points and in territory where there existed warehouses or hay sheds of their competitors. In each of these cases in mind, this office and your president have taken the matter up, asking that it be discontinued, and think that in most cases our requests have been complied with. This method of doing business is to be regretted and there is but one way to eradicate it; if you are practicing this, stop it now, or if not, and you know of those who are, report them to your president or the secretary. I simply speak of these things, gentlemen, as it furnishes much food for thought.

Another important matter we wish to bring to your attention, and I trust it will not be forgotten, and that is the importance of reporting to the secretary's office firms or individuals who are not doing business on the square, who do not pay their balances, and who fail to fill their contracts. Our organization can be built up along these lines, and made of inestimable value, but remember we cannot get this information unless you give it to us. We must all pull together, each doing his part of the work.

Some complaints have reached our office in regard to the action of this Association in convention assembled last July in increasing our annual dues to \$7.50. The question of funds is, of course, a question of membership. This, or any other organization cannot be run successfully unless backed by finances. We hope the increase will tend to strengthen our organization, rather than weaken. As stated a moment ago, we have written in round numbers nearly 5,000 personal letters, with what degree of success, you will note when I read the membership table. There should be a campaign made by your secretary, assisted by every member in our association for new members, surely each of us can devote a little of our spare time to this work; if each member should send in just one new application during the ensuing year, where would we be next convention? This can be done. Try it. We are prepared at all times to mail personal letters, circulars and literature to any possible candidate. But the final solicitation ought to be done by the members themselves if you expect results. At a meeting of our board of directors in Columbus, O., last January, your president and secretary were ordered to make a tour of eastern markets and terminals for the purpose of investigating the different methods of inspecting, weighing, storing and handling hay and straw. President Robinson has so ably and fully covered this trip in his report that to enlarge on it would be at this time, superfluous. Where it has been convenient and possible to do so, your secretary has attended the important meeting and conventions of State associations, advertising and boosting our organization and convention to the best of his ability.

We are pleased to report that through the efforts of this office we have succeeded in settling without the aid of the arbitration committee sixteen cases. This has created an enormous amount of correspondence, and work, but in each instance, both plaintiff and defendant were left in good humor and feelings toward each other and grateful to the association. I only hope during the ensuing year we can settle more cases in this manner, thus relieving, to some extent, the amount of work devolving upon the arbitration committee.

We respectfully recommend to this convention that that part of Rule 18, page 296, of our Arbitration and Investigation Rules, referring to appeal, be eliminated. The right to appeal has caused your directors quite an amount of work in going over cases that have been carefully passed on by the committee. We feel that after these cases have been handled by the arbitration committee, their award should be final.

We also respectfully recommend that you establish a rule to be added to our Trades Rules, in which the number of tons of hay is specified that shall constitute a contract carload.

We regret to report that we have had eleven deaths during the year just closed, the largest number, I think, ever recorded in one year since the inception of our organization.

In conclusion, I wish to say just a word in behalf of our worthy president, Mr. Robinson. He has, as you know, given much of his valuable time and money to this work. No one knows better than I do the sacrifices he has made in order to accomplish some good for this Association. It has been a privilege and a pleasure to me to have worked with him. Always ready and willing, in fact, anxious to serve you and this Association to the best of his ability, and I am sure his administration will go down in history as one of the most important and successful.

I desire to thank you all for the help and co-operation afforded me during the year.

As stated here in this hall last year, it is necessary that the secretary call on you for information in regard to crop conditions in your vicinity, reputation of firms and individuals, and in fact, many matters of vital importance to you all. I only trust you will afford the same support during the ensuing year. Use the secretary's office freely and at all times. It is a pleasure to serve you.

Mr. Dillenback moved that the report be accepted and placed on file; carried.

L. W. Dewey, chairman, Blanchester, Ohio, made the report for the committee on grades, as follows:

Your committee on grades finds that there is practically no desire for a change in the rules heretofore adopted by this association. In reply to the question, "Do you think the rules for grading hay should be changed?" the replies showed that 6 per cent desire a revision, 16 per cent were indifferent or thought it useless to try to bring about improved conditions, and 78 per cent answered "No." In explanation will say that these inquiries were sent to shippers only. We therefore recommend that

the present rules be not changed, but that the following instructions to inspectors be adopted and printed in connection with the rules in the annual report:

Instructions to Inspectors.

Inspectors when grading hay should use, "horse-sense" instead of standing on technicalities. In the grade of No. 1 timothy "good color" should not be construed to mean the same as "bright natural color" as used in describing choice timothy. The words "good color" should not exclude hay with brown blades if in all other respects it is good enough for No. 1 timothy. Neither should these words exclude hay with slightly brown heads if in other respects good enough for No. 1 timothy.

In a general sense hay should be graded upon the basis of its actual value. For instance, if a bale of hay weighing 100 pounds contains 95 pounds of No. 1 timothy, it should not be called "no grade hay." It should not be reduced more than one grade. It would be readily salable as No. 2 timothy at the full price for that grade, whereas if called "no grade" the settling price would be several dollars per ton less.

A considerable quantity of hay which is graded No. 1 timothy should, according to a responsible interpretation of the rules be graded choice timothy. A similar condition exists in reference to some other grades.

In many markets the grade of choice timothy is practically ignored and unknown. These inspectors should be re-instructed as to the rules of their true meaning.

Above all, the inspectors should always bear in mind that they are arbitrators between the buyer and the seller, and that they should not unfairly favor either, even though one is present and the other absent.

Other questions to shippers brought out the following:

1. "Is the grading or inspection of hay satisfactory?" Answers, "Yes," 9 per cent; "No," 58 per cent; indefinite or partly satisfactory, 33 per cent. Those who answered "Yes," shipped to Eastern and Southern markets. The inspection at New Orleans was the most satisfactory. At Cincinnati the most unsatisfactory.

2. "Do you believe it would be an improvement for the National Hay Association to establish a bureau of inspection with inspectors in the different markets, to provide National Inspection?" Answers, "Yes," 89 per cent. "No," 3 per cent. Uncertain or indefinite, 8 per cent.

3. "If the Association does this will you support it by selling your hay subject to National Inspection instead of New York, Philadelphia, Cincinnati, Pittsburgh or other local inspection?" Answers, "Yes," 100 per cent.

4. "Would you prefer the present inspection, National Hay Association inspection, or Federal (U. S.) inspection?" Of those who answered positively 85 per cent, Association, and 15 per cent, Federal inspection. None favored the present way. The above replies indicate clearly a desire or even a necessity for a national inspection by this association. We therefore recommend that the following resolution be adopted by this convention:

Resolved, That the board of directors shall without unnecessary delay employ for the association a chief inspector, who shall have authority to select assistant and deputy inspectors as needed. No one shall be eligible to the position of chief inspector who is directly or indirectly interested in the hay business or in the profits thereof. The chief inspector shall be under the control of the board of directors, and immediately under the instructions of the secretary.

That the board of directors shall require the chief inspector and all assistant and deputy inspectors to give bond for the honest and efficient performance of their duties. The chief inspector shall be held indirectly responsible for the acts of the assistants and deputies whom he appoints and have authority to discharge them when their work is not satisfactory to him. Such action on his part shall be final.

That deputy inspectors shall be appointed at any and all places where 90 per cent of the fees charged will pay the expense of such inspection and permit the remaining 10 per cent to be paid to the association. If deputies can be secured for less than 90 per cent of the fees collected, the amount thus saved shall go to the Association together with the above 10 per cent.

That in case of a controversy as to the grade at a place where there is no N. H. A. inspector, a member may communicate with the secretary who shall advise him promptly how soon and at what expense an inspector can be sent to officially inspect the hay in dispute.

That if the grading of an inspector is protested and the chief inspector may be called, his finding shall be final. That the board of directors are hereby authorized to adopt such reasonable rules as may be necessary for carrying Association inspection into effect, providing such rules do not conflict with the letter or spirit of this resolution.

We recommend where practical that the inspectors be paid a fee instead of a salary.

That where the seller of the hay is not a member of this Association that the charge be 25 cents per car extra with a further charge of 15 cents for a reinspection. In other words, that he can save 25 cents on an original and 15 cents on a reinspection by becoming a member of the National Hay Association.

We recommend that this association invite the Grain Dealers' National Association and the Millers' National Federation to a conference as to the advisability and practicability of a joint inspection bureau, to be national in its scope and to have general supervision of the inspection of hay, grain and mill products.

We recommend that the dues be changed to \$5 for members who handle less than 500 cars of hay

per year, to \$10 if between 500 and 1,000 cars, to \$15 if over 1,000 cars, the number of cars to be determined by taking the business of the preceding calendar year; the members own written statement to be accepted by the secretary.

The purposes of this recommendation is threefold:

1. To increase the receipts.
2. To make it possible for the members to pay dues on a more equitable basis, the benefits to the larger dealer, being greater than to the smaller.
3. Every reputable dealer in hay should be a member of this association. Minimum dues of \$5 should materially assist in securing new members, and in holding old ones.

In reference to the report of the special committee on grades which was adopted by the 1909 convention.

The U. S. Agricultural Department has recommended that this Association take control of the inspection of hay.

Soon after the last convention the chairman of this committee wrote the president, the secretary and the chairman of the executive committee about employing an expert to visit the various shipping and receiving centers for the purpose of investigating the present system of inspection and weighing, as authorized by that resolution. He found that no provision had been made for meeting such expense and that there were no funds available. Therefore nothing could be done.

P. E. Goodrich moved that the report be accepted; carried.

A motion prevailed that the resolution in Mr. Dewey's report, providing that an inspector of hay be appointed, be referred to a special committee for action.

Egil Steen, chairman, Baltimore, Md., read the report of the committee on legislation.

Mr. Snyder moved that the report be adopted and placed on file.

Harry W. Kress, chairman, Piqua, Ohio, read the report of the committee of standard bales as follows:

Your Committee on Standard Bales, beg to submit the following report:

This subject has been given a great deal of consideration by your committee, and they do not care to burden you with a lengthy report at this time. There is no question that the county shippers of hay would be better off if the hay press people would manufacture only standard machines.

We find that large bales are preferred mostly by the Eastern markets, while the small bales are desired in the South and West. As it is today, the shippers who regulate their shipments in conformity with market requirements are receiving more money for their hay. The day is fast approaching when we will have standard bales adopted the same as uniform grades.

We must remember that there have been many revolutions about the adoption of the standard bale. The adoption of standards in any line of business cannot be put immediately into effect. As a rule, there are quite a number of individuals who are affected by such changes, and their interests must be considered. The hay trade, however, the same as all other lines of trade, is gradually adjusting its methods along with the general advancement of the times.

Your committees in the past have given this subject very careful thought. The solution of this problem can only be brought about by active co-operation with the hay press people. The attitude of the hay press manufacturers is such as to bring about this result. Our past investigations prove that they are ready to do their part. To get action along this line as quickly as possible your committee recommend that the Secretary of your association co-operate with the "Standard Bales Committee" in getting in touch with the leading hay press concerns in the country, to try if possible to have a meeting called between these parties at the earliest opportunity. This we believe to be the most important step to accomplish results.

P. E. Goodrich moved that the report be received and the committee discharged.

President Robinson appointed the following committee to consider the resolution embodied in Mr. Dewey's report: E. M. Wasmuth, chairman, Charles H. Springer, J. A. A. Geidel, Jos. Gregg.

The session was then adjourned.

WEDNESDAY AFTERNOON.

Immediately following the call to order on Wednesday afternoon, A. E. Clutter of Los Angeles, Calif., made a very interesting address on the subject, "The Hay Business West of the Rockies." The conditions surrounding the hay business on the Coast, Mr. Clutter said, are not as satisfactory as in the East. Barley hay is perhaps as nutritious as any kind raised out there. Alfalfa is grown extensively.

Samples of the different varieties of hay were shown in connection with his address.

TRANSPORTATION REPORT.

Chas. S. Bash, chairman of the Transportation Committee, made his report as follows:

In making report on matters that have transpired during the year, I can say that about all I have done was to talk hay rate and to think and to dream of nothing but hay for the past year. We had our rate hearing at Ft. Wayne and it took eleven days of continuous session to hear same.

It is certainly beyond reason to expect the Commission to personally go over eleven days of testimony with the work they have on hand. This body of men are today unquestionably the busiest body of public officials in this country. They also are the most important body in this country and are overworked and underpaid. We are confronted today with letters and personal appeals from our Southern friends in Memphis, New Orleans, Pensacola and other points asking us to take up their cause. When first approached about it, our President said, "Better not," as we had not yet received verdict in first case. Since then, our President has indicated that we should do something and he has made a trip with other members to Chicago to see what could be done. Without in any way advising, I feel like suggesting to this body the propriety of allowing these members from the South or the commercial bodies which they represent, the privilege of asking for a rehearing or review of the present case, provided same is done without cost to our Association. I understand we have very little money on hand, which is my reason for suggesting this and also for reason that the voluminous testimony already taken has cost a very large sum of money to secure and tabulate and it will be valuable in a rehearing to both the railroad and the commercial bodies asking for a rehearing. Further, if the commission grants a rehearing, and should decide in establishing sixth class on hay or a commodity rate less than grain as is done by the Southwestern roads, it would in my judgment simplify the rate question at once and put the whole country on a fair and equitable basis.

It is not my intention, neither is it my desire, to criticize the finding of the Commission in this case. I believe they acted largely on the suggestions of the writer of the opinion, for whom I have the greatest respect and admiration; and I also believe the writer of the opinion was guided much by the suggestions and recommendations of the examiner in his case, whose actions have not warranted my commendation for fair and impartial conduct, which is evidenced by failure to compel defendants to produce exhibits demanded and to consider testimony in this case, which seems utterly to have been overlooked. It is also unfortunate that a fear of punishment for antagonizing the railroad companies should have prevented our members from taking open interest in this case, which they recognize as a very important one to them. Many Eastern commission men have been opposed to this contention, saying truly that they did not pay the freight and it did not concern them whether it was \$1 per ton, more or less. Others, however, took a broader view of it and were able to see that the lower the rate, the wider the volume of business secured. It has been shown that Missouri, Iowa and Illinois hay has been shipped into the Eastern markets on a sixth class rate while now it is impossible.

The Commission decided that they had jurisdiction in this case. They found also that hay was carried shorter distances than grain; that it was carried in cars that were old, worn and as a rule, unfit for grain. They found that the cars carrying the heavy loads of grain, steel frame cars. Refrigerators were as a rule about ten thousand pounds heavier than hay cars, the dead weight in some being about half the load of a car of hay, not considering the ice in refrigerators, which is carried free also. They gave no reason for their failure to consider straw and low grade hay and apparently were not posted fully on the straw situation.

I think the Commission erred in not considering packing hay and straw in its findings, and the decision clearly shows that the traffic in this commodity had been overlooked. If they had so much as investigated the matter by correspondence alone, they would have discovered that about 10 per cent of the receipts in many of the large terminal markets (such as Pittsburg) is straw. A letter also to the United Potteries Association of the United States would have disclosed the fact that this association alone used from 15,000 to 20,000 cars of straw a year. The Commission seemingly concluded that straw moved at commodity rate to the straw board mills and they therefore eliminated straw from their findings, not knowing that the straw used by the straw board mills was stack straw and laid out in the weather and largely was damp or wet and unfit for consumption by the trade and an entirely different commodity from that used for packing, feeding and bedding.

The earnings car for car over a year's actual business in C. F. A. Territory by shippers who made exhibits of their entire business in grain and hay showed that hay made in the railroad companies more money per car per mile and per ton per mile than grain. The B. & O. system also made exhibit of their entire year's business in hay and corn but refused to furnish oats as agreed. These exhibits extending over a year for all hay and all corn. Shipments showed that the earnings on hay were within one-tenth of 1 per cent per mile of those on corn while the corn cars carried a load two and a half times heavier than hay. When it is understood that the railroads are carrying 55,000 pounds of corn 700 miles and receive for such haul but 70 cents more than they get for hauling 22,000 pounds of hay for a similar distance, the force of our argument can be understood remembering at the same time the fact that the showing on oats would have been decidedly in favor of hay, otherwise same would have been produced as promised by the railroad companies. Outside of the B. & O. exhibit, not another exhibit was made by the railroad companies covering a year's business complete in grain and hay. They furnished samples and imaginary

comparisons, many of them not practical or possible.

The Commission seems to lay great stress on the fact that Ohio, Indiana, Illinois and Michigan had increased their acreage heavily to hay. This is natural and the testimony showed that in Indiana the shipments from territory west of Ft. Wayne, which is nearly 150 miles east of Chicago and within 25 miles of Ohio line, were nearly all west and south.

Testimony also showed that practically no hay from Illinois was shipped to Eastern markets but nearly all to Chicago, Peoria, St. Louis and Southern and interior markets; Ohio having much lower rates than Indiana and Illinois naturally must ship East. Michigan, also having to pay combination of locals now to go South, will have to ship East as her only outlet.

It is laughable in the extreme to read the letters we get asking us to quote straw for shipment to Pittsburg, Philadelphia, New York and Boston. This straw would have to be baled, hauled and loaded into the cars for \$2.50 per ton to sell in these markets. How much would the farmer get for his straw? The railroad would get \$3 to \$6.30 per ton freight from our territory, or half the value of the shipment. The extraordinary increase in commercial growth in this section has made the average hauls on hay shorter and correspondingly more profitable to the railroad companies. New York, Pennsylvania and Ohio have made tremendous increases in acreage and tonnage. Every advance in rate will increase the local production of hay in the East and lessen the shipments from the West. It is remarkable that our Commission did not examine into the conditions existing in the middle Western states of Illinois, Indiana, Ohio and Michigan more fully. The census reports show 100 more cities of 25,000 population and upwards than the 1900 census and 66 per cent of these cities are between the Lakes and Kentucky. The census also shows nearly three billion dollars increase in farm animals, being an increase of nearly two and a half times the number in this country in 1900. In view of the enormous growth in our cities and in the commercial growth of the country and the fact that 66 per cent of this increase is between the Lakes and Kentucky, it is not difficult to understand the increase which has taken place in productions of hay in this territory. An inspection of the movement and distances carried as disclosed by the testimony will show fully the justification of our contention for lower rates. It is estimated that Chicago now consumes between three and four hundred thousand tons per year.

Attention was called to the testimony of our President by the Commission as to his shipments of hay, noting that he shipped east previous to 1900 and west subsequent to 1900. Just what the writer desired to prove by this statement, I do not know. The rate from Greenspring is only 78 per cent of the Chicago-New York rate, or 22 per cent less, and it is 30 to 40 per cent higher to St. Louis than the Indiana and Illinois rates. He could not ship west or south if he wanted to and his only outlet is east and under normal conditions always will be. I cannot think that the Commission seriously and carefully have as yet considered this case. Not a witness for the Association has been impeached or his testimony disproved and in order to arrive at their findings, it seems to have been necessary to have gone outside of the testimony to reach a verdict. All rules, which custom and practice have established for the formation of rates have been cast aside and ignored in the case of straw and hay.

Hay and straw are unjustly and improperly classified, on the grounds of value, risk in transportation, damage to equipment, loss and damage in transit from leakage or deterioration in quality, ease and speed both in loading and unloading, because not perishable by age, on account of time or delay in transit, requiring no ice or refrigeration, because it can be and is carried in old equipment and cars that are unsuitable for flour or grain. For economic reasons, hay from its very use and necessity always will be more generally distributed than any other agricultural product, and lastly for the reason that a commodity rate of from 10 to 40 per cent less than grain and grain products has been established on hay by the Southwestern Lines Tariff, covering 165 participating roads, thereby doubly certifying the fact that in the judgment of the managers of a majority of the mileage of the United States, hay and straw should be classified and carried at a lower rate than grain and grain products.

The Commission have not found against us in any of our exhibits or testimony but have failed to consider same, not intentionally but on account of stress of work. They say it is unfair to compare hay, animal food, with apples, cabbage and potatoes, human food. Why, we don't know; they are all carried fifth class; and we contend that the human food commodities at fifth class rates warrants us in asking lower rate on hay and straw. It does not seem fair to charge hay and straw commodities, ranging in value from \$40 to \$150 a carload, with apples, potatoes and cabbage, worth ten times as much in many instances and carried in refrigerator cars at 24,000 pounds minimum, or with clover seed and hides, minimum 30,000 pounds per car, when these commodities range from \$4,000 to \$6,000 per car in value. Comparisons with grain and grain products were gone into fully. The dead weight carried in the large grain cars and refrigerators was also noted.

A word as to Mr. Manahan. This gentleman volunteered his services in this case. His aid and counsel were invaluable. Without them I could not have handled the legal part of this case and would have been powerless. I did not realize it when I proposed to take this case before the Commission, and I am saying this now for him without his knowledge or consent. You owe him much; in fact, more than dollars or cents can express. He has not

received a penny from this Association or from myself, other than this hotel bill at Fort Wayne during the hearing, which I paid.

Three of the old members of the Commission, Judges Clements, Lane and Harlan, decided with us in this case, they being familiar with the former case, which was decided in our favor. I think it proper to call the attention of this Association to this fact. The Commission is composed of seven members.

On motion the report was accepted and placed on file.

Hon. Jos. P. Goodrich, receiver C. C. & L. Railway Co., Winchester, Ind., made an address on the subject, "Relation of the Shipper to the Carrier."

C. S. Bash said that Mr. Goodrich had read a very valuable paper and that he moved a rising vote of thanks be extended to Mr. Goodrich for its preparation. The motion carried unanimously.

H. S. Grimes moved that the paper be referred to a special committee to prepare a resolution and submit same to the committee on resolutions.

The chair appointed on that committee: C. S. Bash, J. P. Goodrich and J. W. McCord.

The report of the committee on statistics, C. A. Coleman, chairman, was accepted without reading.

The session was then adjourned.

THURSDAY MORNING.

President Robinson called the final session to order at 10:30 a. m., Thursday and called for the report of the nominating committee, which was read, nominating the following officers: For president, B. A. Dean of Auburn, N. Y.; first vice-president, Jos. Gregg of Atlanta, Ga.; second vice-president Roy Fangboner of Fremont, Ohio; secretary-treasurer, J. Vining Taylor, Winchester, Ind.

Directors—H. W. Robinson, Ohio; John Dickson, Pennsylvania; C. J. Austin, N. Y.; Egil Steen, Maryland; E. W. Bertholf, New Jersey.

Chas. England made the report of the special committee on the recommendation in the president's address, as follows:

There were a number of suggestions in the President's report, and there is so much good in the whole report that the committee will move, in making these suggestions, that the entire report be referred to the in coming board of directors, with the idea that the work started by the out-going administration may be continued by its successors.

The President recommended an amendment to the Arbitration and Trade Rules concerning appeals, and the committee beg to submit the following resolution:

"That you add to Section 18, Arbitration and Investigating Rules, the following:

"The appellant shall, when filing an appeal, deposit with the Secretary-Treasurer, as security, a sum equal to the amount involved, when it shall be one hundred dollars (\$100) or less. Should the amount exceed one hundred dollars, then sufficient and satisfactory security shall be given the Secretary-Treasurer before the appeal can be considered."

This is in regard to making an appeal after a decision is rendered by the arbitration committee, and the matter is taken to the board of directors. The President's suggestion upon that was that there were a great many irresponsible appeals taken which gave trouble to the arbitration committee as well as the board of directors, and is very often done simply to obtain time.

A motion to adopt the resolution unanimously carried by rising vote.

The President also stated in his report that he had obtained a charter, under a certain act of Congress, which charter would become effective on the 18th day of January, 1911, and it is therefore necessary that this Convention approve that action and accept the charter. We, the committee, therefore, offer the following resolution:

"Resolved, That the Act of Incorporation secured January 18th, 1910, under the provisions of an Act of Congress, be approved, and the same adopted, to become effective January 18th, 1911."

The committee offers that resolution and moves its adoption.

The resolution was carried.

The report also referred to the investigation by the President and Secretary of the methods of inspection and weighing in various markets. There seems to be a general desire that these investigations be continued, and with that in view, the committee endorses the recommendation of the President, and offers this resolution:

"Resolved, That the investigation by the President and Secretary of the methods of inspection and weighing at several terminal markets is entirely within the scope of the authority of the board of directors, and if properly conducted, will be productive of good results. It is therefore recommended that such investigations be continued during the coming year."

The resolution was carried.

Now, there was a great deal in that report of general interest and of great value to the Association,

as I said a moment ago. We are all apt to pass upon these reports and then go away and forget them. This committee went very carefully over that report. It is such an excellent report it should not be allowed to die here, and we therefore move that the entire report be referred to the in-coming board of directors for consideration and action. (Seconded.)

The motion was unanimously carried.

E. M. Wasmuth read the report of the Arbitration Committee as follows:

Your committee on arbitration beg to submit the following report and recommendations: There have come into the hands of the committee during the year 21 cases, in 19 of which awards have been written and placed in the hands of the Secretary; two cases remain to be considered, having reached the committee too late to be considered previous to this meeting.

The committee have the following recommendations to offer: That the members be more careful in the future in making contracts, to confirm carefully by letter every provision of the contract, and in case of a controversy to use more care in preparing their case for a committee. Every step from the making of the contract to the point in controversy should be by evidence in the regular order to facilitate the work of the committee.

We recommend further that the members be requested to refrain from bringing cases to the com-

mittee should be made to show that he bought in or sold to cover that contract, as the case may be, and the actual cost or price of the purchase or sale.

W. W. Cunningham, Bluffton, Ohio, read an address on the subject "Commercial Integrity."

Eric Wasmuth made his report on the resolution submitted by J. L. Dewey on grades, recommending the adoption of the resolution.

J. A. A. Geidel submitted a minority report recommending the resolution be not adopted.

The resolution was lost.

H. H. Deane read the report of the committee on resolutions, which was adopted as follows:

A request has been received by your committee from Norman Walker, chairman committee on meetings and conventions of New Orleans, La., asking that this convention support the claims of that city for the World's Panama Exposition in 1915, and was given consideration by the following resolution:

Resolved: That it is not deemed proper or right for this convention to advocate any point for the holding of the World's Panama Convention or Exposition, feeling that this organization is composed of members from all States in the Union, and that any partiality at this time would be inconsistent with the attendance of the organization.



SOME OF THE PITTSBURG REPRESENTATIVES.

mittee that do not involve an amount exceeding fifteen dollars, and that when claims for damages are made, the claims should have the actual damage sustained, and in cases of default in contract should invariably be supported by the complainant with invoices showing the purchase or sale made to complete such contract.

Mr. Wasmuth added verbally:

It is a fact that we cannot get away from that the hay shippers and receivers to a great extent are remarkably loose in their manner of making contracts. The committee can only consider such evidence as comes to them, and it appears that too many are loose in their methods. I have served on the arbitration committee of the Grain Dealers' National Association, and I can say to the members of this Association that a case coming from the Grain Dealers' Association is much more easy to decide than one coming from the Hay Association, because of the fact that grain dealers seem to have better methods in making their contracts; at least, that seems to me to be the main reason for the difference in the amount of work that it requires to comprehend a case coming from either of these associations. Dealers may be dealing back and forth for some time and seem to understand how their deals are to be made and get loose in their way of confirming deals, and the first thing you know there is a controversy and each one wants his word to be taken instead of the wording of the contract or confirmation. I hope that for the convenience and welfare of the incoming arbitration committee that all dealers will be more careful in this respect in future.

Now, in regard to that clause recommending that the members be requested to refrain from bringing cases to the committee that do not involve more than fifteen dollars,—that seems to me to be hardly necessary, but nevertheless it is a fact that some very small claims are made, and they take the time of five men to consider them, and when there is no larger amount than that involved, it seems to me to be asking too much of the committee.

And, further, when claims for damage are made, the claims should show the actual damage sustained. Some of our members have an idea that if they have to make a complaint for damages, they ought to make it as if they were suing a railroad company for personal injuries, making it five thousand with the hope of getting five hundred. I think we should be fair in that, and it would seem to me that the committee and the Association ought to require that a shipper or receiver who demands damages for failure or fault in a contract, the complain-

The following resolutions have been requested of the Committee:

Whereas, The National Hay Association, in convention assembled, this 23d day of August, 1910, has learned through the report of its President, of the deaths of the following named members: E. R. Woodrow, Columbus, Ohio; T. R. Ballard, St. Louis, Mo.; Ed. Miner, New York City; J. L. Burges, New York City; James Weddell, Petersburg, Va.; C. F. Miller, Philadelphia, Pa.; C. L. Curless, Lima, Ohio; C. B. Sullivan, Nashville, Tenn.; G. Y. Banks, Columbus, Ga.; Horace Marble, Wheatfield, Ind.; W. A. Hewes, Pottsville, Pa.; be it therefore

Resolved, That it is with much regret that it becomes necessary to chronicle the death of the above named members, who were all worthy of special mention, but as the president in his report has given special mention of each and every one, it was deemed unwise by this committee to express further than a very sincere condolence to the families of the deceased; be it further

Resolved, That a copy of this resolution be sent by the secretary, in connection with the president's remarks, to each and all of the families of the deceased.

Resolved, By this Association that it tender to its officers the heartfelt thanks of each and every member for the most excellent manner in which they have handled the affairs of the Association in the past year.

While all the officers have aided in the good work accomplished, we desire to especially commend the energetic and painstaking work of President Robinson, the result of whose work speaks for itself by the enthusiastic meeting which we have had at this time.

While preceding presidents have all been energetic in their efforts for the success of the Association, we feel that President Robinson has more than done his share in everything that he has undertaken.

We also desire to commend the energetic work and the very excellent report that was made by Secretary Taylor, who has aided largely the president in his good work.

The report of the Vice-presidents of the organization was one to be commended, and was certainly worthy of mention.

The report of the directors, as read by President Robinson was a masterly effort, and the manner of its reception by the convention certainly showed that it was highly appreciated.

Resolved, That the thanks of this convention be tendered to the speakers who have favored us with

their addresses and remarks, and while all deserve special mention we cannot help commenting upon the excellence of the address delivered by Mr. Ralph Pickell. His address was one that will long be remembered by those who had the pleasure of hearing it. It certainly showed deep study, and superior



W. P. HOLLAND, JOHN A. KILPATRICK, J. WALTER PASSMORE, PHILADELPHIA.

knowledge of the subject that he had in hand, and was received with that enthusiasm that only is tendered to those who more than please.

We also desire to mention the addresses of Messrs. A. E. Clutter and Charles S. Bash. These addresses were received with marked attention, and Mr. Clutter's description of the growth of grasses in California was one of the interesting features of the convention.

Mr. Bash's report of the transportation committee was exceptionally clear, and gave the members the first knowledge of why we could not change the rate on hay from fifth to sixth class.

We also particularly desire to convey the thanks of this convention to Mr. J. P. Goodrich for his most excellent address on the "Relation of the Shipper to the Carrier." He certainly gave the subject to the convention in such a manner as would indicate a thorough knowledge of the facts, and enlighten them upon a great many points in connection with rates and rate making, and the necessity of so doing that were entirely new to the organization, so much so that a special committee was appointed to draft a suitable resolution, which will be read later.

We also desire to thank the management of the Cedar Point Resort Company for the courteous manner in which they have treated the members of this convention during their stay, and we especially tender our thanks to Manager Ryan, who has looked after the welfare of each and every member of the association, and endeavored in his genial manner to make it pleasant.

J. A. A. Geidel of D. G. Stewart & Geidel, Pittsburg, Pa., thereupon asked for recognition by the chair and presented to the Association, with the compliments of his firm, a half dozen bound volumes containing the complete record of the proceedings of the Association's meetings since its organization. President Robinson accepted the gift on behalf of the organization and called upon P. E. Goodrich for response, who formally thanked Mr. Geidel for the valuable and permanent record of the association's deliberations.

The election of officers then followed and the report of the nominating committee was adopted in its entirety. The newly elected officers were escorted to the platform and after a short address by each the meeting adjourned *sine die*.

ON THE CEDAR POINT BEACH.

An enjoyable lake ride was participated in on Tuesday afternoon on the steamer A. Wehrle, Jr. According to L. W. Dewey, Mr. A. E. Clutter of Los Angeles knows a great deal about sowing wild oats out on the Coast.

Everyone wore the white yatching caps brought by the Pittsburg delegation. Firms who were represented and who assisted in presenting the caps were: Austin Bros., B. McCracken & Son, Clark Grain and Hay Co., C. A. Foster, D. G. Stewart & Geidel, Daniel McCaffrey's Sons Co., Geidel & Dickson, Hardman & Heck, Herb Bros. & Martin, H. G. Morgan & Co., Jno. A. Moore & Bros., J. W. Smith & Co., Keystone Commercial Co., Mahood Hay and

Grain Co., R. S. McCogue, Samuel Walton Co., S. B. Floyd & Son.

A beautiful water color, 12x15 inches in size, was presented to each of the ladies present with the compliments of Mrs. Molly Bloomingdale of New York City.

There were a great many useful souvenirs presented, among which were lead pencils by Abel Bros. of Cleveland; celluloid note cases by S. G. Fairbanks & Co.; note books by E. B. Dusenberry; aluminum thermometers by Clarence A. Euler & Co.; paper clips by Rundell & Co.

There was a good delegation from St. Louis, headed by Bert Ball, chief of the Publicity Department. A souvenir was presented of a box of safety matches on which was a reproduction of the Publicity Bureau emblem and the indication that St. Louis stands for "safety" and a square deal.

NEW HARBOR AT ODESSA.

A new harbor to handle grain particularly is to be made at Odessa. The scale of requirements to be met is as follows: Maximum quantity to be shipped from Odessa port in a year 2,031,000 tons; of which there is brought to the port by rail 1,741,000 tons, and by cart 290,000 tons. It is reckoned that this amount has to be shipped in six months, which



THE WEHRLE READY TO START.

gives about 11,000 tons per day to be dealt with. Loading can, as a matter of fact, be done all through the year, but the idea is to be able to deal promptly with any stress. The grain harbor is to have at each end a long quay, and between these there will be four short piers at intervals of 490 feet, giving in all 21 berths for steamers of over 420 feet in length.

There will be a system of high and low-level railway lines serving the elevators and warehouses.

The elevators and certain of the warehouses will have mechanical appliances for transporting the grain to other stores or on board ship. The maximum quantity to be put on board mechanically in ten hours will be about 11,500 tons. The day's work can on emergency be extended even in winter, because the quays will be lighted by electricity.

At present the loading charge from warehouse to steamer's hold estimated at a mean rate of 4.79 copecks per pound, which is equivalent to 1/3-8 per quarter (480 lbs.) or 1.50 per ton. By the designed scheme, the cost will vary from 1.75 copecks per pound (11½c. per quarter) for grain passed mechanically from railway truck into ship's hold, to 3.45 copecks per pound (23c. per qr.) for grain put into granaries without mechanical fittings and loaded by hand.

The total cost is estimated at about \$15,500,000 roubles (about \$3,150,000). Payment will be made in Government bonds redeemable in 10 years.—Board Trade Journal.

[For the "American Elevator and Grain Trade."]

THE PATHOLOGY OF CORNERS.

BY GEORGE W. SHEPARD.

In your issue of August 15 Mr. Geo. A. Wells has an excellent article on "The Moral Standards of the Grain Exchanges," in which he advises them "to get busy and eliminate the opportunities to manipulate corners that result in the establishment of abnormal values."

I think that the onus of a condition of the speculative markets termed a "corner" is most radically misplaced when the buyer of the commodity is blamed for temporarily abnormal values. I think almost never has any speculator, or group of speculators, bought largely of grain, cotton or any other commodity with the intention of "running a corner," but always from their conception of the probable enhancement of values from the supply and demand situation. Corners result from sales by speculators who hold the opposite opinion to that of the buyer and sell for future delivery property that they do not own, do not desire to own, and never expect to deliver. In fact, they are not handlers of cash property at any time. The owner of cash property is not disturbed by corner prices, because if he is doing business purely on legitimate principles, he has only sold for future delivery the property that he owns and expects to and is able to deliver. What protection does the buyer of these futures have from the ofttimes savage onslaughts of the bear element, who have in many cases formed combinations to sell such quantities of other people's property for future delivery as to force the unloading by the holder, unless he is financially able to buy these gentry to a standstill and properly punish them by forcing settlement at an abnormal price that they themselves have created?

All contemplated legislation and grain exchange rules have been aimed solely for the protection of this illegitimate seller of another's property. What protection does the buyer—who has to take and pay for all the commodities that can be delivered to him—have against the often fictitious values forced by the short seller? What has been termed anti-option legislation can only do incalculable harm in attempting to regulate this business. The right of contract must be free and the markets open to everyone who desires to trade, as in all other commodities—real estate, etc. The "corner" is the only deterrent of short selling by those who



JOHN E. MURRAY AND HENRY FARMER, NEW YORK.

have no intention to deliver; and like any other contract that is willfully violated a default in delivery should be visited with a severe penalty as a lesson against future misconduct.

A corner successfully run is always of short du-

ration, rarely affecting values permanently before the latter part of the month cornered, and never can affect the consumer seriously, because the buyer to be successful does not desire to be loaded with a lot of high-priced property—the so-called "ghost," or "corpse"—which he would have to dispose of at the inevitable collapse in values after the expiration of the cornered month. Long sustained enhanced values can never occur except from supply and demand conditions creating them.

Mr. Patten has been unjustly blamed for cornering wheat and cotton. He simply diagnosed correctly supply and demand conditions, and took advantage of them. The advance would have been equally great if he never had appeared in either market. He was temporarily wrong in his judgment of crop conditions on his September wheat purchases, and had to close out at a loss. Mr. Leiter had a large profit in his deal as long as supply and demand conditions were bullish; but when he worked on the same theory with radically changed conditions, he "went broke," to use a technical phrase, as anyone else will who ever attempts to manipulate values against the resistless laws of supply and demand. The rowdies on the Manchester Cotton Exchange, who attempted to rush Mr. Patten for being right when they were wrong, got the punishment they deserved in their financial losses.

Let corners alone; they are the only proper correctives of over short selling; and harm no one except those who deserve it. Any attempt to run a corner against supply and demand conditions will now, as it always has, break the one who undertakes it. If the cotton manufacturers and the grain consumers are too dull to read conditions that tend for higher prices, that is their fault, and they can not expect to pass laws to hold short crop values down for their convenience.

ELEVATOR ROW AT PHILADELPHIA.

Not content with the proceeding of some weeks ago begun before the Commerce Commission against the Keystone Elevator Company of Philadelphia, S. C. Woolman & Co. on August 25 began an action before the Commission against the same defendant, alleging that the Pennsylvania Railroad Co., the owner of the Keystone Elevator in North Philadelphia, has leased the said elevator to a corporation known as the Keystone Elevator and Warehouse Co., and has entered into an agreement with said Keystone Elevator and Warehouse Co. by which the latter "is paid an allowance for unloading and elevating carload shipments of grain, millfeed, hay, straw and flour at said elevator, and the complainants further aver that said Keystone Elevator and Warehouse Co. is controlled by a copartnership known as L. F. Miller & Sons, and that the members thereof are interstate grain dealers at North Philadelphia, handling grain, millfeed, hay, straw and flour through said elevator, and that said lease and said allowance and the methods of business pursued in the operation of said elevator are unduly preferential to said grain dealers and result in giving them substantial and undue advantages over the complainants as shippers of grain, millfeed, hay, straw and flour by way of said railroad to and from said North Philadelphia and to points competitive therewith, by continuous carriage or shipment wholly by railroads or by railroad and water between points in the state of Pennsylvania and points in the other states of the Union." Relief is asked for.

The suit of Woolman & Co. was followed later by the filing of other similar complaints by Walter Street & Co., E. K. Lemont & Sons, S. J. Clevenger and I. S. Stover.

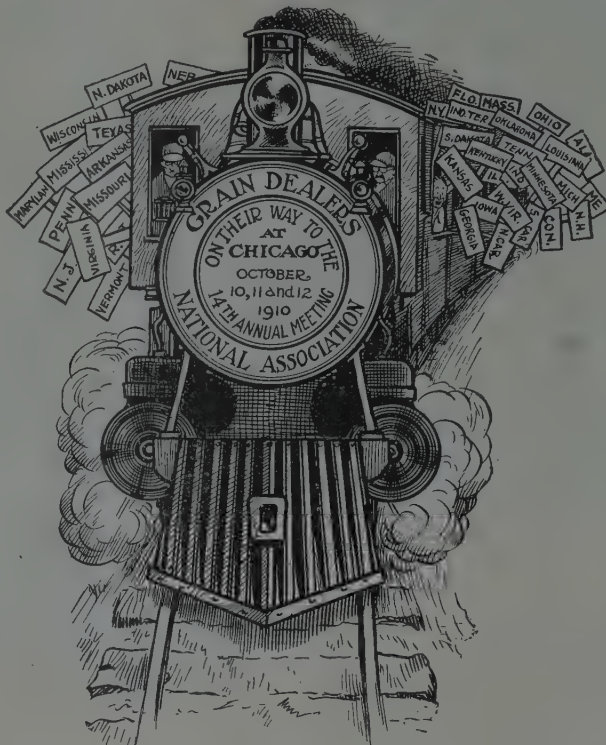
The Keystone Elevator and Warehouse Co. in its reply to the charges previously preferred before the Commission by S. F. Scattergood & Co., make a complete denial of the truth of the allegations. Walter F. Hagar, president of the Company, denied that the firm of L. F. Miller & Sons controlled the elevator or received any preferential treatment or rates over other grain and hay dealers in Philadelphia. He asserted that Miller & Sons have no interest in the Elevator Company.

He admitted that Harvey C. Miller, a member of that firm, is a stockholder, but denied that this gave the L. F. Miller & Sons any advantages over other grain and hay dealers. He characterized as false the statement that any shipper using the elevator received any money payments from the Elevator Company. He also declared that other charges preferred by the Scattergood firm were too vague to be met, and he requested the Commission to dismiss the complaint with reasonable allowances for costs.

The Pennsylvania Railroad, through its freight traffic manager, George D. Dixon, admits ownership of the Keystone Elevator and its lease to the Elevator Company and allowances to the Company for unloading and elevating grain, but he denied any knowledge of control of the Elevator Company by L. F. Miller & Sons, and further that the railroad extended any preferential treatment to any shipper.

MANITOBA ELEVATOR COMMISSION.

Commissioner Graham of the Manitoba Elevator Commission on August 25 said that more than 200 petitions to the Commission to erect or purchase



elevators had been received, and that about 70 petitions were still in circulation. It is understood to be the Commission's policy to buy all the existing elevators offered for sale to the Commission, the price to be fixed by arbitration, F. G. Simpson representing the Commission.

The Commission has given notice, in the meantime, that the old elevators being purchased can not be made to preserve the identity of the grain this year. They are being put in shape to open as rapidly as possible and would run in the ordinary way for this season,—that is, as ordinary storage elevators; but next year, or as soon as any elevator is closed for the present season, it will be taken in hand and remodelled along the lines of the plans previously decided upon by the Commission.

The Commissioner of Agriculture of Virginia contemplates organizing a crop reporting corps in that state.

New Orleans had a nice trade on corn with Mexico during the period when the duty was remitted,—ending about September 10,—shipments to the middle of August reaching about 800,000 bushels. Most of this corn was sent from Illinois.

For the first time, at least in recent history, Mississippi will this year ship corn—just how much is not known, but that the farmers have raised enough to ship several hundred thousand bushels is the opinion of those in a position to know.

NATIONAL ASSOCIATION CONVENTION.

The annual convention of the Grain Dealers' National Association will be held in Chicago on October 10, 11 and 12, at the LaSalle Hotel.

It being now nearly a month in advance of the convention, a detailed program has not yet been made up, but the convention will be most interesting, as the "underlined features" of the meeting will bring before the grain dealers some notable men, experts in their respective lines of enquiry and activity. Those whom we are able at this moment to name are:

Mr. J. C. Lincoln, President of the National Industrial Traffic League, St. Louis, Mo., whose subject will be "The Federal Railroad Law as Amended."

Hon. E. J. Watson, Commissioner of the Department of Agriculture, State of South Carolina, Columbia, whose subject will be "Grain in the South."

Hon. Charles E. Townsend, member of Congress and member of the House Committee on Interstate and Foreign Commerce, Jackson, Mich., who will speak on the subject, "A Good Bill of Lading."

There are one or two other men of National prominence who are yet to be heard from positively.

Among the routine matters to be considered are Arbitration, Trade Rules, Increased Membership, Federal Inspection, Transportation, Bill of Lading, Demurrage, Natural Shrinkage, Better Telephone and Telegraph Service, Better Crop Reports and Uniform Grades. Incidental to all these topics will be formal reports as follows:

President's annual address by A. G. Tyng, Peoria; Secretary's annual report by John F. Courcier, of Toledo; and committee reports as follows: Executive Committee, by J. W. McCord, Chairman, Columbus, Ohio; on Arbitration, by C. C. Miles, Chairman, Peoria; on Trade Rules, by John J. Stream, Chairman, Chicago; on Membership, by Geo. F. Powell, Chairman, St. Louis; Hay and Grain Joint Committee, by J. W. McCord, Chairman, Columbus; on Telephone and Telegraph Service, by Edward Beatty, Chairman, New York City; on Crop Reports, by Fred Mayer, of Toledo; on Uniform Grades by Wm. N. Eckhardt, Chicago; on Legislation, by A. E. Reynolds, Chairman, Crawfordsville, Ind.; on Transportation, by Alfred Brandels, Chairman, Louisville; on Bill of Lading, by Charles England, Chairman, Baltimore, Md.; on Demurrage, by E. W. Seeds, Chairman, Columbus, Ohio; on Natural Shrinkage, by W. M. Bell, Chairman, Milwaukee, Wis.; on Publication of Arbitration Decisions, by H. S. Grimes, Chairman, Portsmouth, Ohio.

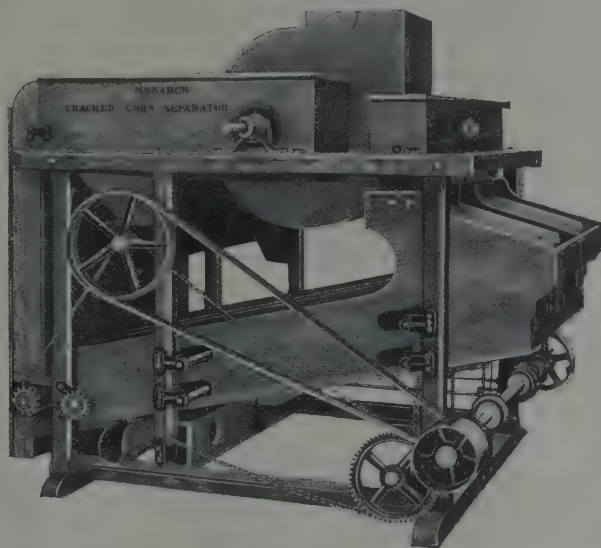
THE MONARCH CRACKED CORN SEPARATOR AND GRADER.

[Owing to an unavoidable mistake, the wrong cut was published with the description of the Monarch Cracked Corn Separator and Grader last month. This month we republish the description with the proper cut.]

It is well known that up to within a few years ago the method of making cracked corn consisted of running the corn through burrs or rolls without taking out the meal, bran, hulls, etc. This gave a miscellaneous product, a considerable part of which was waste, or at best, of doubtful feed value.

More scientific feeding for dairying, stock raising and poultry has made a demand for cracked corn absolutely free from hulls and meal, and the Agricultural Department at Washington, in its reports on poultry feeding, lays special stress upon the necessity of keeping cracked corn free from by-products, as well as keeping the different grades, when thoroughly cleaned, separated from one another.

Recognizing the increasing demand for a machine



MONARCH CRACKED CORN SEPARATOR AND GRADER.

that would clean the stock thoroughly and economically Sprout, Waldron & Co., of Muncy, Pa., designed the Monarch Cracked Corn Separator and Grader, shown in our illustration.

In its operation the grain goes into the head of the machine where a positive feed distributes it the full width of the sieves, which scalp off the coarsest product. This allows the balance of the product to drop on sieves of fine proportion, where the flour products are removed and spouted to one side of the machine. The balance of the second and third product is then discharged into an air leg. It is given a thorough air aspiration, and all chaff, skins and dust are removed and delivered to the other side of the machine. At this point the by-products can be mixed either with the fine meal for feed or the two products—the second and third separations—can be kept separate and distinct.

The sieve case is divided. It has a compound shake by means of double eccentrics. This makes the machine practically self-balancing. An automatic brush cloth cleaner traveling underneath the sieves keeps them clean and open. This maintains the full capacity of the machine at all times.

Like all Monarch machines, the Monarch Cracked Corn Separator and Grader is constructed of the very best materials and is strongly made.

Some "big" average yields of oats this season are reported as follows: Holyoke, Colo., E. G. Summers, 35 bus. from dry land; Adrian, Minn., Emanuel Cross, 66 bus. and 80 bus.; Greeley, Iowa, Wm. O'Dell, 109 bus. from four acres; Taylorville, Ill., J. W. Smith, 77 bus., and W. H. Spindle, 74½, on eight and four acre plots respectively; Marshalltown, Ia., A. L. Clark, 74½ bus. (machine measure) on 74 acres, and W. Robinson, 70 bus. (by weight) on 80 acres; Kewanee, Ill., Fred Calhoun, 87 bus. on 40 acres, and J. A. Soderberg, 97 bus. on 20

acres; Beecher, Ill., Herman Eckhoff, 100 bus. on ten acres, and 66 bus. on 50 acres; Mendota, Ill., Ed. Brown, 70 bus. on 35 acres, and J. M. Harris, 70 bus.

PRODUCE EXCHANGE ARBITRATION.

The arbitration committee of the New York Produce Exchange has very broad powers. It is in many respects clothed with the authority of the Supreme Court, for it may subpoena witnesses and enforce its judgments in the same manner as though they were the judgments of the Supreme Court. This power was conferred by the Legislature in 1862 when it incorporated the New York Commercial Association, which later became the New York Produce Exchange.

The five members of the arbitration committee are not appointed by the president of the exchange, but are chosen by ballot by the board of managers, and their powers and duties are fixed by law. They are as far as possible to be chosen from the different trades and are obliged to be regularly sworn in

it is neither a true soft nor a true hard wheat. Also much of it has been grown in the hard wheat section until it has become mixed with the hard Turkey wheat. This mixture is much less desirable than either variety when pure.

"Our Kansas mills must always be able to meet the competition of the Northwestern spring wheat mills. To do this they must have a good quality of genuine hard red winter wheat of the 'Turkey type.' Furthermore, long years of experience have shown that, in a series of years, no wheat has given the farmers of this state better results as to yield and quality than this 'Turkey type.' There is a limited area in the eastern and southeastern sections of Kansas where the hard wheats do not retain their flinty character well and where soft wheats give very good results. Outside of this limited area the Kansas farmers should stick to the hard wheat.

"This Ironclad wheat has been advertised as 'Imported Russian Ironclad,' and the statement made that it was a 'hard red winter wheat.' Both of these statements are incorrect. Before sowing any Ironclad wheat send sample to some of your local mills and to leading grain firms in Wichita, Hutchinson or Kansas City. Ask them for grades and prices on it in comparison with Turkey. You will find a discount in price varying from 4 cents to 10 cents per bushel. Don't buy an unknown or an untried wheat simply because an agent asks you a fancy price."

THE WOOD PULLEY A FIRE HAZARD.

One of the most conclusive arguments against the wood pulley in grain elevators is that contributed to the trade by the Michigan Millers' Mutual Fire Insurance Co., of Lansing, Mich., in "Fire Bulletin No. 6." Being well worth reading because it is interesting as well as instructive, it is reproduced as follows:

Will a wood pulley in an elevator head set the belt afire when the elevator becomes choked? It will.

We have seen it, not once, but many times, and it never fails to produce fire unless the belt breaks before the point of ignition is reached. Any experienced insurance man knows from sad experience that fires are sometimes started in this way. Yet some millers and grain dealers still claim that a choke-up in an elevator equipped with a wood pulley at the head will not produce fire, and in proof of their position, point to wood pulleys which have been used safely in elevator heads for years.

In order to remove the question forever from debatable ground, and to substitute definite knowledge for indefinite guesses and endless arguments, we recently conducted a series of experiments in which the actual conditions of a mill or elevator choke-up were faithfully reproduced. The experiments were conducted under the direction of F. J. Postel & Co., Consulting Engineers, Chicago, Ill.; Mr. William Reed of Oxford, Mich., well known in the milling fraternity of Michigan and other states, as an experienced and competent miller, and L. H. Baker, assistant secretary of this company.

The experiments proved conclusively that, when a choke-up occurs, the friction of a wood pulley on a canvas or rubber belt, will produce actual fire (not merely excessive heat and smoke) in from 6½ minutes to 20 minutes, depending principally on the kind of belt used, the size of the pulley, and the height of the elevator. The only cases in which fire did not result were as we stated above, where the belt broke before the burning point was reached.

Similar tests in which iron pulleys were used demonstrated with equal clearness that they will not produce fire in case of choke-up.

Details of the tests are on file in our office and may be examined by all who wish.

Conclusions—If any wood pulleys still remain in elevator heads of mills or elevators which we insure, having thus far eluded the vigilance of our inspectors, they must be removed at the earliest possible moment and iron pulleys substituted. The wood pulley introduces a wholly unnecessary hazard into your risk and you should not tolerate it for a moment.

Fred Deff of Decoria Tp., near Mankato, Minn., is credited with having devised the following novel wheat dryer: "He puts fifteen or eighteen inches of wheat into the bin, then a layer of either brick or tile alternating with another layer of wheat. The moisture in the wheat is drawn out into the bricks and by winter or spring the wheat will be in first class condition."

before taking office. There is no appeal from their decision except for frauds, collusion or corruption of said arbitration committee or some member thereof. Another feature of this committee's operation is the fact that only one party to the controversy need be a member of the Exchange, be he either complainant or defendant.—Journal of Commerce.

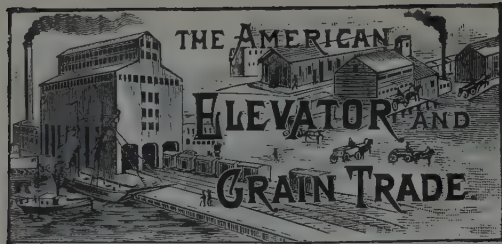
TRUTH ABOUT "IRONCLAD" WHEAT.

L. A. Fitz, who is in charge of the Milling Division of the Kansas State Agricultural College at Manhattan, has published a statement showing the true value of "Ironclad" wheat, which has come to be something of a fad in Kansas, and warning the farmers and millers of the hard wheat section against it. Mr. Fitz says:

"For several years a variety of wheat known as 'Ironclad' has been grown in Oklahoma and in several counties on the southern border of Kansas. One of the inducements for growing this wheat was the statement that it resisted attacks of the Hessian fly. Owing to the fact that a few seasons were favorable to soft wheat this variety gave some very good yields and increased in popularity among the farmers, gradually spreading north and west into the state.

"Soon it began to arrive on the market in considerable quantity and then the trouble began. It did not give satisfactory milling results and the flour made from it did not possess sufficient strength. Millers did not want to buy it even at a discount and elevators could not readily use it for mixing purposes on account of the large, long kernels that could be easily detected.

"This 'Ironclad' is really a soft red winter wheat of the Mediterranean or Fulcaster type, but when grown under the drier conditions of the hard wheat section takes on a somewhat harder character until



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, SEPTEMBER 15, 1910.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

CHICAGO NOT A HASBEEN.

The difficulty and the danger to one's reputation of long-distance prediction has been demonstrated by the recent behavior of the grain trade at Chicago. It is not long ago that a popular magazine article was one on the decadence of Chicago as a grain mart—its grain ships gone, and its elevators disappearing; yet in August this "moribund grain market" handled 32,005 cars of grain, or 5,000 cars more than the market ever before received in a single month. Translated into bushels, this is about 45,000,000 of which 12,000,000 was wheat; 25,000,000 oats and 8,000,000 corn. The shipments aggregated 22 millions; leaving on hand for Chicago to carry some 23 million bushels.

But the significance of this record is not in the total tonnage of grain so much as the fact that this "moribund market," at which the reformers rail and of which many farmers complain that it is only a "gambling institution," has paid spot cash for every bushel of this enormous flood of grain, found a market for half of it and is carrying the remainder at its own cost until consumers are found for it; and doing all this great service to the country for a less charge per bushel than any other class of merchants in the world will handle any commodity of equal intrinsic value. If the month of August has not demonstrated to all the world the absolute indispensability of the Board for the marketing of the grain of the West, we cannot imagine what sort of proof men would ask for.

Nor in this consideration must the value of the speculator be overlooked. "From an economic standpoint," as Mr. W. P. Mackenzie pointed out to a press reporter, "the much maligned speculator in general and the system of trading in futures in particular have demon-

strated their usefulness," while the Board itself, as the same gentleman remarked, stands before the world more conspicuously than ever, "not merely as a speculative clearing-house, but as an institution as necessary to the agricultural, banking and commercial interests as they are to it."

THE BILL OF LADING.

The Council address by Mr. Warner on the "Bill of Lading" question so adequately discusses that important question,—one of the most pressing now before the trade,—that there is little to be added at this juncture. It is a remarkable commentary, however, on the dilatoriness of the American grain trade, that the order bill of lading, without which instrument 95 per cent of the grain dealers of the country could not, in these days, do business at all, should have been allowed to drift into the condition in which it is now found. As the dealers, rather than the carriers, suffer from the present disrepute of the bill of lading as a negotiable instrument, it is up to shippers to force the remedy Mr. Warner points out, to wit, the immediate passage of the Stevens' Bill now before the Senate.

To this end the National Association at the Chicago convention next month, will, it is hoped, add its force to the demand of the Council that the bill shall be passed at once, while every dealer in the country should appeal directly to the senators representing his state.

We do not think the great body of the trade really appreciate the gravity of the situation, simply because they have personally had no trouble. Their own personal credit, rather than the bill of lading itself, has carried them with their bankers and commission men; nevertheless all should join to force the issue in the Senate, so that when shippers do find it necessary to enter new markets, where their credit is not so well established, their Bs/L alone will be a sufficient basis for the conduct of their business in said markets.

THE SOUTH AND GRAIN CROPS.

At the risk of working a subject already trite, one cannot ignore the fact that the turning of the cotton states from cotton to corn and oats, to say nothing of wheat, is a phenomenon of some significance to the grain trade of the West, which in the past has done a large business in the South and Southeast. Although we dwelt somewhat at length last month upon the new corn lands developing in Louisiana, it may not be amiss to add that during the past fifteen days another large party of Illinois corn experts, headed by J. F. Funk, visited Louisiana with a view to developing other bodies of the alluvial lands of that state for corn,—which seems an indication that Louisiana will not be hereafter content with an annual production of only fifty million bushels of corn, her estimated yield for this year.

Last year Louisiana, with a considerably smaller yield of corn, became an exporter, and has apparently now permanently joined the list of surplus states; but more significant still, perhaps, at this moment, is the fact that Mississippi also expects this season to take part in at least the intra-state commerce in corn and oats. In other words, the crops of her corn and oats

lands have been so heavy that they exceed local demands; and the railway commission of the state is now asked to make rates on these grains to put "these state-raised products on an equal footing with those from other centers."

Again, a Chicago southern corn specialist estimates that the eleven Cotton States have grown this year 165 million bushels more corn than last, some of which will be exported.

Of course, all this does not mean an immediate revolution in the Southern and Southeastern trade in corn and oats, but it is at least a "straw" indicative of a "rising wind" that the Western grain dealer may well pay some attention to, as the prophet once said of the "cloud no larger than a man's hand."

FEEDING EVERYTHING.

Prof. Hopkins of Urbana, Ill., deserves special mention for his endeavor to puncture that ancient fallacy, that the fertility of the farm can be maintained only by feeding all its cereal and fodder crops—"and then some." Feeding should be treated by the farmer merely as a matter of business detail. If it is more profitable in dollars and cents to make the farm a meat or poultry "factory" than a producer of grain and hay only, the farmer should feed; otherwise he may sell his grain and hay and restore the plant food so removed in other ways than by the insufficient one of feeding stock to obtain manure. Feeding, in short, ought to be only the farmer's lever to equalize grain and hay and meat prices.

The soil expert now knows that it is not necessary to feed stock to maintain fertility; dietetists also know that it is no service to man to have the cereal products of the farm converted into meat exclusively. No food man puts into his mouth gives him so much nutritive return for a dollar as flour; and although the grain must needs pass through many hands from the farm to the consumer's table, the farmer as a rule receives a greater proportion of the money value of the bread loaf than he does of any other form the products of his farm may take. It is safe, perhaps, to add that in the long run, the average farmer, not an expert "factory farm" operator, makes more money with less labor by selling grain and hay than he does by marketing his grain and hay in the form of meat, while his service as an industrial factor is fully as great when he raises grain and hay only.

NATIONAL CONVENTION.

The annual convention of the Grain Dealers' National Association will be held on October 10, 11 and 12 at the La Salle Hotel, Chicago. The program is tentatively outlined on another page, and promises to be interesting in many particulars, aside from the work to be done on strictly trade questions.

The appeal always made for the attendance of the country dealer upon the convention can again be made. He is prone to permit association functions to pass without his presence, and the habit of doing so results in a distinct loss to himself. His presence is needed when association legislation is going on to safeguard his own interests, not because others necessarily are desirous of invading them, but because his point of view may be lacking. Association

work is unsatisfactory only to the man who takes no practical part in it; it may become a panacea only when all take part in its legislative sessions. A business that is worth one's time is worth also his attention in its every detail, and the association work is no insignificant part of that detail.

THE MARGIN RULE.

Mr. Goemann's report to the Council on the non-operation of the margin rule for cash contracts is interesting, and is in corroboration of predictions of the non-success of the rule, in the absence of universal adoption of it by the exchanges, great and small. But the fact that it has not been put into operation, even by members of the exchanges that have incorporated the principle in their rules, does not, of course, negative the righteousness of providing some machinery of the kind to hold in check reckless buyers and sellers of cash stuff. The idea that men in the grain trade should be relieved by the rules of the necessity, common to other lines of business, of investigating personal credits, is one most men will scout; but one can see clearly enough, with Mr. Goemann and others, that the rules might provide an automatic defense of contracts to which both sides may resort at will, that would be uniform in all parts of the country, and the resort to which, for that very reason, would not be resented by either party. Defaults are not always dishonest ones; they are quite as frequently the result of circumstances unforeseen at the time of making the agreement; and a margin call need not be assumed to be a reflection on one's honesty so much as a protection against the unexpected.

TRANSIT RULES.

The conference of chief freight traffic officials of roads, members of the C. F. Association and interested shippers, held at Chicago on August 18 and 19, to consider the rules governing the movement of transit grain and milling and malting-in-transit, proved highly unsatisfactory to all classes of shippers. Both the millers and the grain shippers, through the Federation and the Chicago Board of Trade Transportation Department, filed objections to the "Proposed Rules," which touched the foundations of the entire system. It was shown that the "Proposed Rules" are arbitrary, unfair, expensive to the shippers and, in some respects, impossible of execution, as, for example, Proposed Rule 3, requiring the cancellation of the "invisible loss." The time limit of six months also is objected to, but more particularly is the time limit of 30 days "immediately preceeding the effective date of an advance in rates," the unfairness of which is obvious. Indeed, it would be quite impossible here to enumerate the numerous objections filed by the shippers—not in a captious spirit but on the ground of the demonstrated effects of the rulings when taken up separately and analyzed by experts familiar with practical details of the movement of grain on transit billing.

However, the C. F. Association overruled all the objections filed, and will put the "Proposed Rules" into effect on November 1. The shippers will then appeal at once to the Commerce Commission for relief; so that it now

would seem that in the end the Commission will have to make the Rules—a task it has hitherto avoided by referring it to the parties in interest to settle for themselves, if possible.

SCREENINGS SCARCE.

The short wheat crop in the Northwest and the rather better quality of the wheat that is going to market there, have caused a real scarcity of screenings in the Northwest; and the publicity given that fact ought to enlighten the farmer on the general subject of screenings. His old-time generous disposition of his screenings has been repeatedly brought to his attention in times past, but without doing much to convince him that he has been making a mistake in paying for the privilege of delivering screenings at the terminals to be little better than given away to feeders; but now that the country papers are reprinting city articles upon the hardships to feeders in town caused by the scarcity of "good screenings," he may have his eyes opened to the fact that a fanning mill would be a profitable farm tool. "Line" agents are not likely to dwell much on the fact, but the increasing number of agents of independent and farmers' houses might do their people a good turn by reverting frequently to the money value of a "fanning mill."

CARE IN MAKING BILLS.

Shippers cannot by their own *ipse dixit* correct the defects of the law in relation to Bs/L.; but at least they can insist upon the home agent writing the bills he issues legibly and accurately. It too frequently is the case that the date of a bill is missing, that the description of the property is illegible or inadequate, owing to the use of unusual or private abbreviations, and so on, and that the bills are signed with a rubber stamp or illegibly by the agent, when he signs with pen and ink, or that he uses only a pencil or his initials or his clerk uses the latter for him with a "per" in a careless manner. All such bills immediately become objects of suspicion when offered as collateral because of their form, while to precise bankers they are indications of slovenly business habits that reflect upon the shipper himself who accepts such carelessly made paper.

"RECLAMATION" INCONSISTENCIES.

A Reclamation Service circular dated August 10 says:

The lack of rainfall throughout the agricultural districts of the United States has done more this season than anything else to emphasize the value of irrigation farming. Daily reports are being received at the office of the Reclamation Service in Chicago of the success of settlers on Government irrigation projects, particularly through the Northwest, where the rainfall has been almost a negligible quantity.

H. L. Moody of the board of control of the National Irrigation Congress also said recently:

The United States will be importing wheat or paying the equivalent of import duties on home-grown wheat within two years unless the great arid lands of the West are developed by means of irrigation.

Now northern Iowa is this year looking into the face of the best crop of corn and oats raised there in five years or more, simply because it has been dry enough this year to make good crops on Iowa lands that in ordinary years are too wet. But we haven't heard that Uncle Sam has

proposed to dry out those Iowa lands for the farmers on credit, in the way he makes irrigated farms out of dry lands in the West and then sells out half the "project" to settlers (or speculators) at half their actual value and holds the "bag" for an indefinite time for the cost of the unsold lands of the same "project" that are priced too high. This "irrigation project" business is all right, no doubt; at any rate, we are told so; but it does not always look like a square deal to the farmers who have to make their own farms here in the Mississippi valley without any Government "project" help over the hard spots.

THE HAY CONVENTION.

It being the habit of the official and self-constituted organs of the National Hay Association to practically ignore the proceedings of that body in annual convention, except before the event, we have endeavored to fill the void by a report, in which the more important documents are given in full. The report is commended to the hay dealers of the country, many of whom are readers of this paper, as the first measurably complete report of the meeting.

One might remark in passing that the Hay Convention suffers as do other trade conventions by the comparative absence of the shipper. The receiver is always on hand; but the man who forwards the bale is not a dependable attendant. He dislikes a crowd, perhaps; or it may be he dislikes the criticism that is sometimes aimed at his goods. However that may be, he misses a good thing for himself and does an ill-turn to the Association by his stay-at-home habit.

In other respects the convention was a success; and in spite of the efforts of the "new men" to eliminate the "old fellows," the latter are still in control of what has been a most successful organization.

BUYING WRONGLY.

Ohio dealers are repeating their old habit of buying wheat by weight and paying little attention to the other characteristics. One shipper who made this mistake wrote Zahm & Co.: "Regarding the two cars of wheat I shipped you, my impression has always been that if wheat tested 58 lbs. it would grade 2 Red, providing it was free from rye, smut and not musty." To which they reply, in substance: "He is mistaken. The weight test is only one of the qualifications. The rule on No. 2 Red, says, the wheat must be sound, sweet and clean. The word 'sound' means just what it says, and wheat that has been blighted before cutting time, or, in other words, that has been killed and results in what are called dead berries or 'tombstones,' is not sound, and very much of it in a car will cause it to grade lower than No. 2. If shippers would pay more attention to the general quality and not so much to the test weight, they would not have the trouble they do."

Zahm & Co. remind their patrons that "handling clover seed is no child's play." It isn't; and that's saying nothing of the difficulty of working it past some of the state seed inspectors to the farmer, when it has not been bought right from the farmer or cleaned, in the first place.

EDITORIAL MENTION

The Michigan Millers' Mutual has "cut out" the wooden pulley in elevator heads, and the company in a circular reprinted on another page tells why.

Complaint comes up from the Illinois country that some of the dealers have been so anxious to get oats that their bids to the farmers have often been "away out of line."

If "farmers are holding their wheat and oats," as numerous newspapers say they are, what would have happened to the grain market if they had really let go in August!

In a central Illinois town, certain farmers who have "stored" their oats, are actually taking out fire insurance on their grain. Surely, these farmers are getting very wise of late—what next?

The I. H. C. has established a "Service Bureau" to carry on a "campaign for larger crops," etc., and asks us to co-operate. This is neighborly, indeed; but really the I. H. C. is rich enough to pay for its advertising.

Washington dispatches promise for early issue three pamphlets on corn and wheat with special reference to the conditions of the grain for foreign export. But of some greater importance at the moment would be how to revive the export trade.

The usual number of bin accidents to children was reported during August; but now that the schools have opened again there will be less danger. However, elevator men ought to use a "big stick" oftener on boys who play on their premises at any season.

The Illinois Railroad and Warehouse Commission deserve well of the trade who ship to East St. Louis, for since September 1 the St. Louis Merchants' Exchange has been given charge of the weighing on the east side and the double charge has been abolished.

There will be "lots of corn" this year; so try to remember last season's experience, and don't buy it all during the next 30 days for January-March delivery; for there's no telling ahead what the weather will be, nor the moisture content of the corn. It looks wet now.

The next phenomenon of the crop reporting industry is likely to be a comparison of the acreage reported by the Bureau of Statistics with that of the Census Bureau. If they agree no better than they did ten years ago, more explanations will be due from Gran'pa Wilson.

This is "seed-corn" week in Minnesota by Governor's proclamation. The state in 1909 produced 58,812,000 bushels of corn; but this is not considered enough. At any rate, if a farmer tries to raise corn at all, the state thinks he ought to get the biggest crop possible off his fields. He ought to get sixty bushels to the acre where he now gets thirty. The first requi-

site for this achievement is good seed of an early maturing variety; hence the Governor's selection of an early date for the gathering of such seed as is now ready to pick.

A Minnesota country editor, who apparently has no land for sale, scouts the reports that wheat anywhere in that state has been "going 35 to 40 bus. per acre," but he will 'fess up to 20 to 25 bus., or just enough to keep the farmers out of the poor house, if they hold their wheat.

A meeting will be held in St. Louis in October under the auspices of the St. Louis Grain Club to organize a Missouri state grain dealers' association. As there are some 2,000 dealers (estimated) in the state, there should be no difficulty in organizing a strong body now, although previous attempts have not been very successful.

The big oats crop the country over, and in the West in particular, has rather upset the theory of a year or two ago that "oats are in a bad way." It now appears more a matter of weather than a general decadence of the cereal itself. However, the good seed oats campaigns of 1908 and 1909 have no doubt done something to improve quality of the grain in the West, at least, which this year is said to be very high.

While the diagnosis of a case of pellagra at Georgetown University Hospital, near Washington, suggests starvation as a cause of the disease, the patient being a member of a religious sect which practices extreme fasting, nevertheless the more generally accepted cause now is Dr. Sambon's theory of the sandfly infection. At any rate, recent study of the disease has quite rid the world of the notion that it is caused by eating corn.

Those who have suggestions for changes in and additions to the National Association's Trade Rules will do the trade a service by immediately reporting them to John J. Steam, care of J. C. Shaffer & Co., Chicago, chairman of the committee appointed to join with the regular standing committee on Rules to formulate amendments to the code. This must be done at once in order to be useful, so that the committee may have all suggestions in hand for consideration and recommendation prior to the date of the annual convention, which is October 11, 12 and 13.

Mr. Warner's recommendation that the Council take up the matter of the prosecution of forgers of Bs/L for grain is well timed. It is really a scandal of the grain business that this crime has been allowed to go practically unpunished in the past. It will be remembered that one of the most daring operators in this kind of paper not only has not been punished by the law, although convicted of the crime by a petit jury, but was placed by the banking interests involved in charge of his business with directions to "pay out." He did pay out; the banks lost nothing in the end; but what can be said of the moral influence of granting immunity for the offense if the mere money loss be made good? Almost any one might be willing to take

a "flyer" of the same nature, if he were sure in advance that if found out, or the "speculation" should prove a failure, he would be granted his freedom on paying the loss and have another chance to make good without running any risk of a penitentiary experience.

The delegates to the Farmers' Educational and Co-operative Union which met recently at Loogootee, Ind., and "decided in favor of a central exchange where all grain and farm products shall be listed and the price for the products made under the supervision of the executive committee," doubtless mean well; but to a man afar off they seem a good deal like the fly that created such a dust while sitting on the axle of the touring car going forty miles an hour.

The "tap line" incubus has not enabled grain men to absorb much revenue from railways, compared with the lumber, packing and great manufacturing companies, whose "International" lines of various inconsequential lengths have hitherto been used to milk the connecting lines of rightful revenues. But all carriers doubtless welcome the Commerce Commission's ruling in the case of the Star Grain and Lumber Company, that the tap line practice is unjust and discriminating and payments granted to it must be stopped. Certain roads have already filed tariffs doing away with the tap line practice.

The elevation of Velvet Chaff wheat to the dignity of Northern by the Minnesota inspection does not automatically change the Minneapolis rule providing for its delivery on contracts only at 3½c discount. The discount will continue; but the conditions of the market are rendered more complicated. The state inspectors may be justified in their action by the reports of the laboratory experts on the Velvet Chaff of this year; but in view of the fact that millers still discriminate against the variety, the action of the Board of Appeals looks like an endeavor to legislate value into a grain that, because it yields well, has been widely grown in Minnesota in spite of the protests of millers and conservative grain men that it is of uncertain or positively bad character.

The association officials in the Southwest, Mr. Gibbs of Texas, notably, have warned farmers in those states through the millers and dealers that their habit of experimenting with various sorts of advertised prolific seed wheats has resulted this season in reducing a very large crop to the grade of mixed, with corresponding loss of value. The wheat of any large locality of generally similar soil conditions will always bring the best price when it is all of one variety, like the famous Kansas Turkey red; but the temptation to try new seeds advertised as large yielders is constantly held before farmers by the agricultural papers, whose besetting sin is the doctrine of quantity before everything else. The particular *bête noir* of Oklahoma this season has been the new "Ironclad," a soft, red winter wheat of the Mediterranean or Fulcaster type but which, grown under the drier conditions of the hard wheat section, takes on a somewhat harder character, so that it is neither a true soft nor a true hard wheat, but a bastard variety hated by millers and dealers alike. Mr. Gibbs's

letter well characterizes the present situation there and in Texas, and also points out the only true way to avoid a similar predicament in the future.

It may surprise those who have not had an eye on the Southern corn field to know that in Louisiana alone there are now some twelve to fifteen country elevators for corn and that more are in contemplation.

Mr. Patten on his return from Europe is quoted as saying that, "The wheat crop shortage is really so great that it appears that a substitute must be found." But he is about the only competent observer who seems to be much alarmed about his bread ration.

Agricultural demonstration trains during the past thirty days have been run through Oklahoma and Indiana, in both states quite successfully. Among the announcements for October is a train over the Southern Pacific in Louisiana, the instructors being from the Louisiana State University. The train makes its first stop at Raceland at 9-11 a. m. on October 3 and the last at Erath at 10:50 a. m.-12:50 p. m. on October 15, there being forty intervening stops.

The Government was rather severe on one of its grain contractors who sold Uncle Sam 250,000 bushels of oats to go to the Philippines, but to be delivered at Seattle. Assuming the Government would not tax duty on "its own stuff," the contractor bought his oats in Alberta, forgetting that they would be his own oats until delivered at Seattle, and before he could do this he had to pay about \$35,000 in duty. Thus Uncle Sam got his "rebate" on the lot.

The movement in progress for several years past, looking to the passage of uniform commercial laws by the several states is most laudable, and already has some accomplishments to its credit; but so far as the grain trade is concerned, uniformity of "law" can be quickly attained by universal adoption of the National Association Trade Rules and the system of arbitration under those rules through the state and National association committees. Here is the entire machinery for uniform practice ready made for use without a moment's delay; and what is more, practically no expense or delay is incurred in the adjustment of differences.

The enquiry at Chicago in August and subsequently in New York into the propriety of advancing freight rates was largely of a technical character and did not greatly appeal to the general public, who, indeed, would have comprehended but little of the testimony in its nicer distinctions. The problem indeed involves many contingencies, such as what constitutes discrimination and what restraint of trade under the Sherman act, the effect of prices of labor and materials on income, the new dividends to labor being made by many carriers over and above wages, and so on; but the concrete fact for the present seems to be that not until early in 1911 will the carriers or the public know whether they will be permitted to advance their rates; and by that time they may know also whether it will be necessary to raise them to

save the roads from bankruptcy many railroad men a few months ago professed to see impending.

The New York superintendent of weights and measures has begun a campaign against short weights in baled hay in that state. Why not? It is as rascally business skimping a tagged bale of hay 25 to 30 lbs. deliberately as it is to take an ounce or two out of a "quarter's worth of sugar," or several crackers from a pound.

The "custodian rule" at Chicago is of more interest locally than elsewhere. A couple of bad failures last winter and spring disclosed the fact that sellers of grain here had little or no protection in case of business failure of the buyer after delivery but before checks could be cashed. The new rule will correct that anomalous condition by putting the grain in the hands of a custodian until actual rather than constructive payment shall have been made. It is a sort of return to the ancient public warehouse system, as it was in the days before the private houses dominated the terminal system.

A perhaps characteristic objection by "labor" to the employment of new methods in the grain trade come from Dublin, Ireland, where the Port and Docks Board's proposition to build elevators is "agitated against" by the Dublin Trades' Council, who compute that at least 1,000 men would be put out of employment if the board's proposals are carried out. The quay laborers greatly resent the project, and do not seem much impressed with the argument that the influence of the elevators with their grain conveyors would be to increase the trade of Dublin and afford greater employment, as well as reflectively reduce the price of bread by reducing the cost of handling grain; and already some exciting scenes have been witnessed in the city arising out of this matter," as an English paper remarks.

Those who are interested in Mr. Julian Kuné's informing articles on the Hungarian farmer will find corroboration of his statement, that the government there has one of the best agricultural departments in the world. In a recent report by Consul-Gen. Paul Nash of Budapest, among other things speaks of the fund voted by parliament for the construction of model houses for agricultural laborers, and of the public expositions with cash prizes, lectures on agricultural and economic subjects, public studs, libraries, and schools, maintained wholly or in part by the state for the encouragement of agriculturalists. Although the peasant farmer does not avail himself of the opportunities offered to the extent hoped for, there is no doubt that the agricultural classes are improving in their methods of culture as well as in their way of living. Dry farming also is beginning to interest that country, and thanks to the efforts of a group of public-spirited gentlemen the prospects are that dry-farming methods will be introduced in those parts of Hungary where they are most needed. An institution of much benefit to agricultural and other laborers is the system of labor exchanges maintained by the state by means of which a farmer in need of

laborers has only to apply to the nearest town clerk, who acts for both free of charge; while from daily reports a bulletin is made up showing the demand for and supply of labor in all the countries of Hungary. The value of this to farmers and laborers is obvious.

Many commission men took the pains to warn their customers during the first rush of oats and wheat to Western markets in August that further consignments were injudicious, owing to the crowded state of the elevators and the danger of piling up demurrage. With the publicity given to such conditions in the market reports generally, special warning might seem to be supererogatory, were it not for the fact that each shipper is apt to think his consignment will be an exception to the rule and sends his grain forward, thus adding to the load already carried by the switching roads, the inspectors and the elevators, and adding also to his own expense by way of demurrage.

The monster terminal elevator will never again be constructed of wood, because it would be difficult to get insurance at a living rate; and brick or concrete will take its place. When the country elevator man can afford the initial difference in expense when building, he, too, will likely resort to those materials. But the cribbed house of wood, iron clad, in the country, in which the legs, heads and boots are properly constructed, is not necessarily a bad risk. It is not a "fire-trap." It all depends on the owner. If he is a clean, careful man his house is likely to last as long as he will, or, at least, until he relaxes his vigilance and allows his hands to shirk their duty; and then one of the "unknown" causes may carry off a house that properly cared for would be as "fireproof" as any kind of a metal house.

The Minnesota Experiment Station very wisely calls the attention of farmers to the fact that few of them "know the labor cost of a field of grain," and suggests that if farmers did know, they would "stop the leaks," etc. Perhaps. But why address farmers only? It is the fact that comparatively few grain dealers, tradesmen and smaller producers generally, know what "cost" is. How many dealers know exactly what it costs to handle a bushel of grain? Many do find an average cost once a year when balancing their books; but is that often enough? Can a dealer who takes an average but once a year know what it costs him to handle corn, say, in February or December, as compared with June or July? "Cost" varies with the season, and since a dealer should base his margin from day to day on current daily conditions, would it not be a wiser plan to analyze "cost" more closely than is possible by a single yearly estimate by striking an average cost for say every month in the year? By keeping a record which can be checked up from month to month, from year to year, one will be able in a few years to tell in advance just what it will cost to handle grain each month of year—a guide which is a mighty good thing to have in one's office when one is trying to do business in a systematic way to make a profit on every bushel handled.

TRADE NOTES

James Pye, special agent for the Nordyke & Marmon Company in Minneapolis, has leased a suite of offices at 322 Flour Exchange in that city.

A new foundry is in process of erection at the "Eureka" works of the S. Howes Co., Silver Creek, N. Y. It is to be fully equipped with the most modern foundry appliances and strictly fireproof throughout.

J. C. Burrell, formerly with the Burrell Engineering & Construction Co. of Chicago, but who has been engaged in other business for some years, has joined forces with the firm again, and will represent them in the Central States and West.

Former Manager Philip Hoelzel of the Lonoke (Ark.) Rice Mill is now traveling in the South in the interests of the Nordyke & Marmon Co. of In-

for the new elevator in process of construction for Harry Surface at Granville, Ill.; one 1,000-bushel scale for the Farmers' Elevator at Bushyhead, Okla.; a 200 lb. portable bagging scale for the Brooks Elevator Co. of Minneapolis. The company also reports several good orders in prospect.

The Marseilles Manufacturing Company, Marseilles, Ill., manufacturers of the New Marseilles Dustless Cylinder Corn Shellers, this month exhibited their line of elevator and grain machinery at both the Nebraska and the Minnesota State Fairs. The former was held at Lincoln, September 5 to 9, and the latter at Hamline, September 5 to 10.

ELEVATORS WRECKED BY TORNADO.

The average grain elevator furnishes a terrible opportunity for havoc to that most fearful of storms, the western tornado. What complete ruin



GENERAL VIEW OF WRECKAGE OF THE HEATON TORNADO—FARMERS' ELEVATOR STANDING.

dianapolis, Ind. Mr. Hoelzel in his new capacity obtained a good contract for machinery for the new rice elevator at Almyra, Ark.

The St. Marys Machine Co. of St. Marys, Ohio, has put out Bulletin No. 26, covering the St. Marys Duplex Gas Engines. It illustrates, by diagram or half tone, every important feature of the St. Marys Engine and contains a number of excellent testimonials. It will be sent by the company to those who will apply to them.

The Joseph Dixon Crucible Company of Jersey City, N. J., has just gotten out a very attractive little booklet of envelope size on their paint for steel cars. The booklet not only goes into the merits of the Dixon Paint for this service, but illustrates a number of different types of steel cars upon which Dixon's Paint has given excellent service. The booklet also contains color chips showing the four colors in which Dixon's Silica-Graphite Steel Car Paint is made. Anyone interested in steel car painting should send for a copy of this booklet which will be forwarded, free of charge.

A new grain elevator constructing firm has just been organized at Chicago in McAllister & O'Connor. The members of the new firm are P. F. McAllister and C. F. O'Connor, both men of experience in grain elevator building and heavy construction work. P. F. McAllister was for 10 years engineer and secretary of Burrell Engineering & Constructing Co. of Chicago, and C. F. O'Connor was with the same house over five years as traveling representative. Mr. McAllister will have charge of the office and the designing end of the business while Mr. O'Connor will represent them in central and western territory. They have offices at 1232 Monadnock Building, Chicago.

The National Automatic Scale Co. of Bloomington, Ill., reports the following recent sales of National Automatic Scales: Two 2,500-bushel scales for the new elevator to be built by the Anchor Farmers' Elevator Co. at Anchor, Ill., to replace the house burned on August 4; one 1,000-bushel scale for the American Hominy Co.'s elevator at Silverwood, Ind.; one 2,500-bushel scale for the Farmers' Elevator at Saybrook, Ill.; one 2,500-bushel scale for the Farmers' Elevator at Galva, Ill.; one 1,000-bushel scale for the Randolph Elevator Co., Randolph, Ill.; one 2,500-bushel scale for the elevator of Bane & Son, Arrowsmith, Ill.; one 2,500-bushel scale

a tornado can leave in its path is forcefully shown in our two illustrations, taken at Heaton, N. D., after the tornado of August 29 had passed.

Of the four elevators in the town the Monarch and Occident Elevators were completely wrecked, the engine house and roof of the Andrews Grain Co. were torn away, and the roof and sides of the driveway at the Farmers' Elevator, which is the one standing in the cuts, were blown away. The Monarch and Occident houses will be rebuilt.

The storm came about five o'clock in the evening. The wind, which had been blowing hard all day



DETAILED VIEW OF THE WRECKAGE OF THE HEATON TORNADO.

from the southwest, suddenly increased to a terrific rate and demolished two-thirds of the town in short order. Two people were killed and several seriously injured. Besides the elevators wrecked, a number of stores, a church, two banks and several dwellings were demolished. The loss to the town, outside of the elevators, is placed at \$35,000, with only \$6,000 tornado insurance.

The "American Elevator and Grain Trade" is indebted to Mr. J. A. Frank, manager of the Heaton Farmers' Elevator Co., for the excellent views herewith reproduced.

The grain handlers at Portland, Ore., again ask a raise of wages to 40c. per hour from 30c. and 60c. for overtime.

BUENOS AYRES FUTURE MARKET.

The financial year of the Buenos Ayres Grain Futures Market closed on 30th June, and we are in a position, says the Corn Trade News, to state that it has been extraordinarily successful. All the initial expenses and losses of the first year have been wiped off, and Dame Rumor has it that the profits do not fall far short of 80 per cent of the capital, out of which, probably, a dividend of about 20 per cent will be paid. The Rosario market is also in a flourishing condition, and there is no doubt that the futures system has been definitely implanted in this country. What is now wanted is a storage company empowered to issue negotiable documents, and the both companies will probably lose no time in safeguarding the markets by the establishment of the real basis of the futures system.

Apropos the same subject the Times of Argentina says: "The profits are 'beyond the wildest dreams of avarice.'" The directors, however, are believed to have decided to declare a 15 per cent dividend only, and carry the remainder of the profits to surplus.

The Times adds: "We hear that at the general meeting it will be proposed to considerably reduce the commissions and to have one ring lasting from 11:30 a. m. to 4:30 p. m. Both these positions are worthy of approval. The commission charged is high, and if it were reduced to \$5 from each side on each lot of 200 tons, the volume of business would undoubtedly treble itself within a few weeks. There is no reason why 40,000 tons should not change hands daily, instead of the present average of 12,000 or 14,000 tons. The system has come to stay, and in a short while the whole grain trade of the country will pass through the Association's books. It is certainly time that the board took steps in the formation of a storage company empowered to issue warrants, or it is quite on the cards that others will do what it is the duty of the market's directors to do."

Subsequently the directors resolved to reduce the commissions charged to the following: \$7 m/n from each party, per 200 tons Wheat. \$5 m/n from each party, per 200 tons Maize. \$5 m/n from each party, per 200 tons Oats. \$7 m/n from each party, per 100 tons Linseed. At the same

time it was resolved that all contracts between the members must be registered, under penalty of fine and suspension.

New wheat delivered to Nebraska elevators has been running very good in quality, some reported weighing as high as 65 lbs.

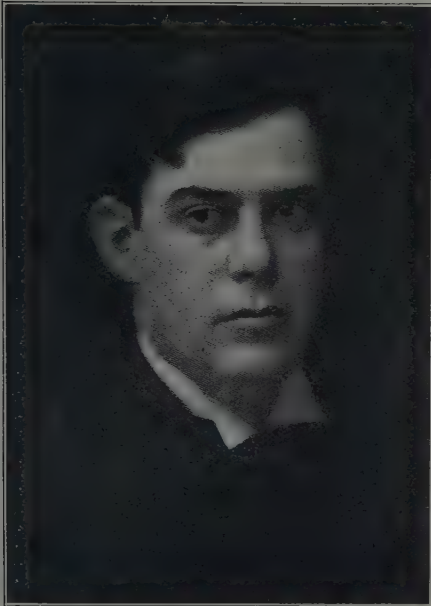
The alleged I. C. grafters' "cinch" is now said to have been developed from an innocent grain door "foundry" that drifted into "car repairing."

The Ohio Valley Exposition, now on at Cincinnati (ending September 24) contains a remarkable exhibit of Southern farm products, including wheat, oats, barley, corn, millet, alfalfa and other forage plants.

FRANK J. DELANY

Few of the younger generation of men on 'change, Chicago, have had a more varied or informing experience in the grain trade than Frank J. Delany. Born in La Salle County, Ill., his first business experience after leaving school was buying grain for the Peru Elevator Co. at Ladd. Here the "journalist's" fever caught him; and several years were spent in newspaper work at La Salle and in Chicago,—an experience worth something, but the work was not attractive enough to hold him.

Turning again to grain, he went on the road for the old Nash-Wright Company, with whom he was connected for nine years. During this period he was sent to the Argentine to make a special report on the wheat crop of that country—one of the first of a number of pilgrims for the trade who have since invaded that country. He reached there at the "psychological moment," so to say, when the country had just entered permanently upon what in its later history will be called its "wheat era." Acting also as a special agent of the U. S. Department of Agriculture, he wrote an important report on the agricultural methods of grain growers there and upon the current methods and manner of merchandising and handling the grain crops of that



FRANK J. DELANY.

country. He also supplied this paper with several able articles on similar lines. These contributions to the literature of "Wheat in the Argentine" were afterwards embodied in a booklet, entitled, "Argentine from the Grain Man's Point of View," and met with a hearty reception from the grain trade in all parts of the occidental world.

Returning from the Argentine by way of Europe, he made an examination of European methods of handling grain that subsequently was of great value to himself and the firms he represented.

On his return to America, he was made vice-president and treasurer of the Nash-Ferguson Company and later manager. The company operated the Gulf Elevator at Kansas City, a 750,000-bu. house on the K. C. S. Ry., doing a general export and domestic grain business. The same company operated on similar lines the Elwood Grain Co. at St. Joseph, Mo., a 500,000-bu. house, Mr. Delaney being manager.

It was during his residence at Kansas City that Mr. Delany was made a director of the Kansas City Board of Trade and assigned to the rules committee. This committee during his membership of it and largely on his initiative formulated the modern code of rules for that institution that is in use today with only the changes incidental to subsequent necessities growing out of later experience and changing conditions.

Deciding at length to go into business on his own account, he returned to Chicago about two years ago and began to operate on joint account with J. C. Shaffer & Co., a connection that continued for some eighteen months. He did a general receiving business and had charge of J. C. Shaffer & Co.'s milling wheat department. In June of this year he started in business on his own account, and is now to be found at 715 Postal Telegraph Building, from which office he does a regular receiving and commission business.

The first new wheat, 1910, arrived at Fort William on August 19—No. 2 Alberta red, 5 per cent shrinkage.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain etc., at leading receiving and shipping points in the United States for the month of August 1910:

BALTIMORE—Reported by James B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	1,339,505	1,369,883	544,000	988,480
Corn, bushels.....	254,979	187,736	90,584	20,201
Bats, bushels.....	787,606	399,626	150	270
Barley, bushels.....	1,868	560		
Rye, bushels.....	29,148	28,316		
Timothy Seed, lbs.....	7,152	7,712	2,417	679
Clover Seed, lbs.....	1,594	3,666	447	
Hay, tons.....	4,012	3,954	895	1,369
Flour, barrels.....	198,582	172,862	49,757	48,809

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Flour, barrels.....	138,371	137,221	28,547	11,962
Wheat, bushels.....	29,468	536,489	92,634	369,437
Corn, bushels.....	44,489	158,761	11,990	120,074
Oats, bushels.....	476,646	378,422	8,750	1,200
Rye, bushels.....	2,644	7,665		
Barley, bushels.....		2,000		
Peas, bushels.....	700	1,800		
Millfeed, tons.....	1,459	2,125	40	40
Corn Meal, barrels.....	1,000	1,450	204	804
Oat Meal, cases.....	37,725	35,800	12,627	37,875
Oat Meal, sacks.....	11,248	9,142	650	1,500
Hay, tons.....	10,550	7,790	171	145

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	11,784,400	6,703,268	3,984,700	6,937,631
Corn, bushels.....	8,021,750	6,715,600	5,954,650	5,624,983
Oats, bushels.....	24,372,800	13,099,150	8,421,600	7,978,393
Barley, bushels.....	852,500	438,000	247,500	180,518
Rye, bushels.....	105,000	112,500	21,200	29,950
Timothy Seed, lbs.....	1,877,600	1,976,899	1,825,100	980,904
Clover Seed, lbs.....	211,100	294,980	48,500	257,691
Other Grass Seeds, lbs.....	976,200	1,892,775	1,107,300	4,120,269
Flax Seed, bushels.....	175,000	66,000	14,500	15,311
Broom Corn, lbs.....	475,900	847,044	368,700	440,516
Hay, tons.....	22,105	17,425	1,516	4,395
Flour, barrels.....	748,694	784,997	713,038	865,442

CINCINNATI—Reported by C. B. Murray, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	456,234	373,008	686,540	559,246
Corn, bushels.....	781,516	473,596	610,762	187,020
Oats, bushels.....	1,016,885	1,140,494	655,654	1,107,152
Barley, bushels.....	1,000	4,100	60	
Rye, bushels.....	47,407	35,246	15,896	21,082
Malt, bushels.....	138,000	93,500	22,650	41,000
Timothy Seed, bgs.....	3,488	1,052	2,204	2,141
Clover Seed, bgs.....	430	1,674	1,338	1,889
Other Grass Seed, bgs.....	12,822	12,406	7,029	7,127
Hay, tons.....	11,452	7,897	6,926	4,838
Flour, bbls.....	112,658	87,556	76,816	61,080

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	3,200,016	325,555	2,159,033	266,893
Corn, bushels.....	31,160	244,705	13,303	217,642
Oats, bushels.....	105,098	74,694	195,712	195,978
Barley, bushels.....	674,363	220,498	660,087	111,267
Rye, bushels.....	13,287	96,104	20,200	15,000
Flax Seed, bushels.....	50,936	48,620	98,498	342,668
Flour, bbls.....	515,450	288,500	604,175	444,195
Flour, bbls., Production.....	63,970	22,505		

KANSAS CITY, MO.—Reported by E. D. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	7,420,600	8,728,800	5,108,400	5,124,000
Corn, bushels.....	1,219,000	1,482,000	1,045,350	1,088,400
Oats, bushels.....	646,500	761,600	216,000	377,400
Barley, bushels.....	18,700	4,200	1,100	4,200
Rye, bushels.....	23,100	9,900	11,000	8,800
Flax Seed, bushels.....	38,000	9,000	1,000	8,000
Hay, tons.....	19,128	40,704	3,216	9,828
Flour, barrels.....	27,000	3,000	320,000	308,500

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	1,493,860	828,800	620,136	416,807
Corn, bushels.....	584,210	353,900	326,618	299,529
Oats, bushels.....	1,424,400	541,500	735,350	146,320
Barley, bushels.....	565,800	494,000	110,208	69,600
Rye, bushels.....	67,500	55,000	17,600	8,000
Flax Seed, bushels.....	2,400			
Hay, tons.....	2,765	1,611	178	45
Flour, bbls.....	283,500	232,050	292,148	242,212

MONTREAL, QUEBEC, CANADA—Reported by George Hadrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	2,410,992	3,630,891	1,742,704	2,631,760
Corn, bushels.....	255,188	156,975	152,815	65,560
Oats, bushels.....	100,022	695,590	329,797	173,985
Barley, bushels.....	66,726	21,620	98,979	26,003
Rye, bushels.....	1,778			
Flax Seed, bushels.....		37,722		6,600
Flour, bbls.....	95,092	137,737	199,367	135,681

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	1,189,000	1,687,300	108,341	714,805
Corn, bushels.....	661,425	961,175	51,578	42,900
Oats, bushels.....	3,376,875	2,452,200	62,285	18,601
Barley, bushels.....	22,950	16,375	19,603	
Rye, bushels.....	26,450	113,750		69,892
Timothy Seed, lbs.....			9,667	3,572 bgs
Clover Seed, lbs.....	5,990 bus	5,878	4,365	2,792
Flax Seed, bushels.....	217,383			
Hay, tons.....	29,881	24,158	2,601	8,324 bcs
Flour, bbls.....	670,228	576,100	256,908	179,41

OMAHA—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	1,066,800	1,761,600	423,000	855,000
Corn, bushels.....	2,336,400	2,399,100	1,886,000	2,286,000
Oats, bushels.....	703,800	382,400	250,500	181,500
Barley, bushels.....		15,000	1,000	7,000
Rye, bushels.....	8,800	7,000	8,000	3,000

PEORIA—Reported by John R. Loigren, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	383,881	448,465	396,591	428,166
Corn, bushels.....	1,485,617	1,099,681	939,669	607,800
Oats, bushels.....	2,790,535	1,575,232	1,651,503	848,571
Barley, bushels.....	76,000	35,000	33,282	27,019
Rye, bushels.....	23,100	16,000	7,987	6,314
Mill Feed, tons.....	2,455	1,854	4,820	4,828
Spirits and Liquors, bbls.....	12,025	7,783	44,279	36,802
Syrup and Glucose, bbls.....	6,250	5,580	8,685	6,265
Seeds, lbs.....	30,000	150,000	90,000	60,000
Broom Corn, lbs.....		105,000	90,000	150,000
Hay, tons.....	2,160	2,300	200	310
Flour, bbls.....	191,900	179,300	193,491	198,862

No change in membership.

PHILADELPHIA—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	1,151,765	788,115	400,372	340,880
Corn, bushels.....	89,822	77,168		
Oats, bushels.....	805,824	544,032		
Barley, bushels.....	13,000	1,000		
Rye, bushels.....				
Timothy Seed, bgs.....				
Clover Seed, bgs.....	385			
Other Grass Seeds, lbs.....				
Flax Seed, bushels.....	800	82,400		
Hay, tons.....	5,368	6,753		
Flour, bbls.....	196,172	282,551	50,922	88,855

ST. LOUIS—Reported by George H. Morgan, Secretary of the Merchants' Exchange.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, bushels.....	4,074,900	5,100,000	1,663,100	3,529,830
" bgs.....	112,094	78,510	7,000	1,100
Corn, bushels.....	1,706,400	2,096,600	639,340	1,925,800
" bgs.....	1,274	3,028	21,670	38,780
Oats, bushels.....	3,575,100	2,768,600	1,494,660	1,545,950
" bgs.....	686	724	38,325	40,690
Barley, bushels.....	15,400	10,400	11,560	
" bgs.....				
Rye, bushels.....	35,200	27,000	11,710	6,170
" bgs.....	388	28		
Hay, tons.....	25,247	17,236	8,525	4,395
Flour, barrels.....	272,020	302,780	287,335	326,740

SAN FRANCISCO—Reported by Wm. B. Downes, Statistician of the Merchants' Exchange.

Articles	Receipts		Shipments	
	1910	1909	1910	1909
Wheat, cents.....	225,887		660	
Corn, cents.....	1,889		87	
Oats, cents.....	69,985		83	
Barley, cents.....	578,325		522,680	
Rye, cents.....	600			
Hay, tons.....	28,807		2,047	
Flour, bbls.....	67,227		15,423	

TOLEDO—Reported by Archibald Cassaway, Secretary of the Produce Exchange.

Trade Exchange.				
Wheat, bushels.....	1,834,000	1,176,000	169,600	154,100
Corn, bushels.....	233,250	245,300	81,000	86,300
Oats, bushels.....	1,622,750	1,299,000	907,400	628,600
Barley, bushels.....		500		
Rye, bushels.....	18,000	53,500	7,200	28,100
Clover Seed, bags.....		936		
Total Grain.....	3,799,000	2,778,100	1,165,200	897,100

ELEVATOR AND GRAIN NEWS

ILLINOIS.

H. G. Lukman has taken charge of an elevator at Viola, Ill.

The W. H. Beckstein Elevator at Mokena, Ill., has undergone repairs.

A movement is on foot for the building of a third grain elevator at Cuba, Ill.

P. B. Webster, of Monticello, Ill., disposed of his store and elevator at that point.

F. A. Guentner, of Pearl City, Ill., has sold his elevator to Graham Bros. & Co.

The improvements on the Farmers' Elevator at La Hogue, Ill., have been completed.

The new Farmers' Elevator at Shabbona, Ill., will be ready for business this fall.

B. A. Bruder is at the head of a movement to build a new elevator at Bondville, Ill.

James L. Brainard, of Springfield, Ill., has disposed of his grain business to J. E. Bennett & Co.

George L. Long has purchased the Hendee Elevator at Bushnell, Ill., and embarked in the grain business.

The elevator owned by Hatch & Kirk, of Bondville, Ill., has been purchased by Bruder & Blank for \$6,000.

Two Hall Signaling Grain Distributors are being installed in the elevator of the H. Lesch & Co., at Cooper, Ill.

The old Cooper Farmers' Elevator at Eureka, Ill., is being torn down to make way for the erection of a new house.

The Farmers' Elevator Co., of Yorkville, Ill., is installing a Hall Signaling Distributor in their elevator at that place.

Dr. Warner is having some repairs made on the two elevators at Benson, Ill., which he recently purchased from S. L. Peterson.

The C. E. Babb Co., of Buckley, Ill., has been incorporated with a capital stock of \$30,000 by C. F. Radeke and T. H. Fencker.

H. R. Rook, Inc., of Chicago, Ill., has been incorporated with a capital stock of \$4,000 by F. W. Castle, T. J. Hickey and A. Kelly.

James Karr and Robert Johnston, of Seymour, Ill., have dissolved their partnership. Mr. Karr will continue in the grain business.

A large new elevator will be built on the site of the Twist Bros' Grain Elevator, at Rochester, Ill., which was recently destroyed by fire.

Bids are being received by the Farmers' Elevator and Supply Co., at Bloomington, Ill., for the erection of an elevator to cost about \$15,000.

The new Turner-Hudnut Elevator at Kilbourne, Ill., equipped with the latest improved machinery, has been completed and is doing business.

The Elevator Milling Co., of Springfield, Ill., is preparing to make extensive improvements to the amount of \$50,000 to \$75,000 on its elevator.

The Burrell Engineering and Construction Co., of Chicago, has completed plans for an elevator to be erected at Hoopohole, Ill., for Mathis Bros.

The Pearl City Grain Co., at Pearl City, Ill., has been incorporated with \$4,000 capital stock by J. H. Graham, Henry Graham and Herman Bokhof.

The Farmers' Grain Co., of Myer's Station, Ill., has been incorporated with \$10,000 capital stock by H. F. Wiesman, John P. Weyhrich & Otto Meyer.

After a complete overhauling of the machinery, the Cairo Elevator at Cairo, Ill., which has been shut down for several weeks, is again in operation.

The Kaneville Grain & Supply Co., of Kaneville, Ill., was incorporated with a capital stock of \$15,000 by E. D. Spencer, B. H. Humiston and F. W. Ravlin.

Pickard & Thom, of Loda, Ill., are improving their elevator by covering it with galvanized iron, adding to its appearance and making it fireproof from the outside.

The Consolidated Grain and Coal Co., of Cissna Park, Ill., has been incorporated with a capital stock of \$12,500 by J. H. Newell, John Hari, Thomas Mill and Chas. E. Hickman.

The Hendee Elevator at Roseville, Ill., was recently purchased by C. W. Langdon, who has been in the business for the last twelve years. It will be known as the Langdon Elevator.

Harry Surface, of Granville, Ill., has let the contract for his new elevator to the Burrell Engineering and Construction Co., of Chicago. The new elevator will be equipped with a National Automatic Scale and a Constant Ball Bearing Man Lift.

The Illinois Traction System is about to erect a large transfer elevator at Glover, Ill., with a capacity of 120,000 bushels, at a cost of \$7,000, for the

purpose of transferring grain from interurban cars to those of the Chicago & Eastern Illinois Railroad.

Frank T. Porter of Pecatonica, Ill., has sold his electric lighting plant and elevator to Arthur Waterstreet.

The Allen Mill & Elevating Co., of Decatur, Ill., has been incorporated with \$25,000 capital by E. C. Allen, Jay M. Allen and Arthur L. McNabb, to do a general milling and grain business.

The old James Karr Elevator at Seymour, Ill., is being wrecked to allow for the erection of a steel covered structure of 60,000 bushels capacity, equipped with up-to-date machinery throughout.

James W. Ford, Jr., who has been manager of the grain elevator at Vatha, Ill., and also station agent, has resigned and will take the position of manager of the Farmers' Grain Co., in Charlotte Township.

Lery Johnston, of Danvers, Ill., is building an elevator at Woodruff, Ill., to replace the one recently burned. B. S. Constant Co., of Bloomington, Ill., furnished the plans and machinery equipment for the house.

Edward McKee, of Tower Hill, Ill., has bought all the machinery for his new elevator at Dollville of the B. S. Constant Co., Bloomington, Ill., which includes a U. S. Corn Sheller and U. S. Corn and Oat Cleaner.

The three elevators of Holzman-Bennett Grain Co. at Polk, Judy and Puder, Ill., are provided with the Constant Ball Bearing Man Lift. The Burrell Engineering and Construction Co., of Chicago, are building the elevators.

Secretary S. W. Strong of the Illinois Grain Dealers' Association reports the following recent changes among grain dealers of Illinois: John Weimer succeeds John Fryer and Gommel Brauer, Harness; Hiles W. Smith succeeds Buckley, Pursley & Co., Cuba; F. R. Ludwig, Watkins (Empire P. O.), new business; Wm. Wykle succeeds C. H. Dauberman, Mansfield; Allen Mill and Elevator Co. succeeds Allen Grain and Flour Co., Decatur; Schulenberg & Armstrong succeeds E. B. Armstrong, Tolono; Ike Livingston Grain Co. succeeds T. H. Pletsch & Co., Parnell; C. H. Ricketts succeeds A. D. Ricketts & Co., Fisher; Mt. Pulaski Grain Co., Narita (Lathan P. O.), new business; H. C. Suttle (mail Kenney), succeeds T. H. Pletsch & Co., Hallsville; James Karr succeeds Johnston & Karr, Seymour; C. K. Parvin succeeds Buckley, Pursley & Co., Smithfield; C. J. Meyer (mail New Lenox) succeeds Baker, Jones & Co., Brisbane; Suffern, Hunt & Co. succeeds W. H. Suffern Grain Co., Garber; Noble Bros. succeeds N. Eggleston, Garber; Suffern, Hunt & Co. succeeds Wm. H. Suffern Grain Co., Sadorus; L. P. Cook succeeds Hartfield & Cook, Memphis, Tenn.

SOUTHERN AND SOUTHWESTERN.

An elevator will be erected at Bayou Sara, La., by a local firm.

The Dalhart Mill and Elevator Co., of Dalhart, Texas, has increased its capital to \$31,000.

A. R. Barracks, an Illinois grain dealer, is about to build a grain elevator at Baton Rouge, La.

Arthur Ferriell and John G. Bell, of Owensboro, Ky., will erect a \$30,000 elevator at that place.

The construction of a corn elevator at St. Francisville, La., has been begun by Richardson & Percy.

The City Grain and Feed Co., a new concern at Nashville, Tenn., has been opened by H. J. Connor.

J. D. Wrather has bought the interest of T. B. Greer in the Taylor-Greer Grain Co., at Union City, Tenn.

The Home Grain Co., of West Virginia, has reduced its capital stock from 1,500 to 500 shares, and its capital \$50,000.

The grain elevator at Morganfield, Ky., owned by Newman, Richards & Mason has been sold to Lee Redford for \$3,000.

George Keller, of Newport, Ky., has equipped his elevator with a Constant Ball Bearing Man Lift. H. C. Tetters, of Hagerstown, Ind., is building the elevator.

The Tahoka Grain and Coal Co., of Tahoka, Texas, has been incorporated with a capital stock of \$1,000 by L. S. Mast, W. R. Moore and J. R. Robinson.

The De Leon Union Warehouse Co., of De Leon, Texas, has been incorporated. Capital stock, \$5,000. Incorporators—T. M. Jenkins, W. N. Jenkins and W. E. Butler.

S. Edwards, a prominent grain dealer of Seymour, Texas, died August 4th. He had been engaged in the grain business for the past twenty years, having moved to Texas in 1876 from Mississippi.

At a recent fire in San Antonio, Texas, the Paul Bean Grain Company, Medina and San Luis streets, lost 30,000 bushels of grain valued at \$25,000. The grain, which was completely destroyed, was fully

covered by insurance. The fire was a serious one and destroyed a block and one-half of warehouses.

The Farmers' Union Warehouse Co. of Willis Point, Texas, has been incorporated. Capital stock, \$5,200. Incorporators—W. U. Taylor, L. M. Teel and W. A. Bott.

The Farmers' Grain and Elevator Co. at Honey Grove, Texas, has been incorporated with \$12,000 capital stock by T. F. Williamson, W. D. Wilkins and J. A. Pierce.

The Farmers' Grain and Elevator Co., of Weatherford, Okla., has been incorporated by H. E. Lemon, T. D. Jordan and W. C. McPherson, with a capital stock of \$10,000.

At Honey Grove, Texas, the Farmers' Grain and Elevator Co. has incorporated with \$12,000 capital stock. The incorporators were T. F. Williamson, W. D. Wilkins and J. A. Pierce.

The Farmers' Grain & Elevator Company of Hydro, Texas, has been incorporated. Capital stock, \$10,000. Incorporators—H. E. Lemon, T. D. Jordan, W. C. Pherson and others.

Davies & Sheffield, Alvin, Texas, who have been engaged in the grain and implement business for the past eight years, have dissolved, Mr. Davis buying out the interest of Mr. Sheffield, and will continue the business.

The Farmers' Grain and Elevator Co., of Hydro, Okla., has been incorporated with a capital stock of \$10,000 by H. E. Lemon, T. D. Jordan and R. P. Willis, Jr., and will buy the Greene & Greene Elevator at that place.

At Leavenworth, Kan., the Wilson-Legler Hay and Grain Co. have incorporated with a capital stock of \$25,000. Incorporators were G. W. Legler, E. A. Noel, C. W. Wilson, M. N. McNaughton of Leavenworth, and T. B. Paxton of Topeka.

IOWA.

E. L. Heller has sold his elevator at Le Mars, Iowa.

The Atlas Elevator at Maurice, Iowa, has been reopened.

The Farmers' Elevator at Marvin, Iowa, has been completed.

The Slagle Elevator at Alton, Iowa, is now open for business.

A farmers' elevator company has been formed at Hornick, Iowa.

The Neola Elevator Co.'s house at Parnell, Iowa, is undergoing repairs.

A new elevator has been erected by W. K. Gamble at Kirkwood, Iowa.

The Farmers' Elevator at Primghar, Iowa, has installed a new automatic scale.

The farmers' society at Sheldon, Iowa, has bought the Button Elevator at that place.

The Uptide Grain Co., of Omaha, has taken over the Brown Elevator at Rolfe, Iowa.

The Aurelia Farmers' Elevator Co., at Aurelia, Iowa, has erected a large warehouse.

C. E. Lowery, local manager, has bought the Conger & Ball Elevator at Cushing, Iowa.

The Grieg & Zeeman Elevator at Ocheyedan, Iowa, has undergone extensive repairs.

Jacob Kool has assumed management of the Farmers' Elevator at Rock Valley, Iowa.

Owing to the scarcity of grain, the Blankenburg Elevator at Athol, Iowa, has been closed.

The Clinton Grain Co., of Clinton, Iowa, has sold its holdings in Iowa to the Iowa Grain Co.

The Farmers' Elevator at Freeman, Iowa, has been purchased by C. H. O'Neill for \$2,900.

The Metts Elevator at Hull, Iowa, has been opened under the management of H. Mackie.

The Farmers' Elevator Co., at Bagley, Iowa, is planning to erect an elevator in the near future.

Turner Bros. will rebuild their elevator at Elliott, Iowa, which was recently destroyed by fire.

The elevator at Coulter, Iowa, owned by Pohl & Son of Hampton, has been sold to Hans Hanson.

The farmers at Germania, Iowa, will soon open the old Rippe Elevator, which they purchased from E. J. Reilly.

Will Sinrem has sold his interest in the elevator and lumber business at Clarksville, Iowa, to Martin H. Brockman.

Onno Croon is president of a new Farmers' Elevator Co., at Craig, Iowa. The company has a capital stock of \$25,000.

G. H. Birchard, of Lincoln, Nebr., has just completed a 40,000-bushel grain elevator for Reuber & Bruce, at Odebolt, Iowa. The building has a concrete basement and bin hoppers, iron clad throughout, 20-horsepower engine, wagon and automatic scales, both Fairbanks, Victor Corn Sheller, Corn-

wall Cleaner and Separator, and two wagon dumps. This building is designed for handling pop corn.

The Western Elevator Co.'s elevator at Holstein, Iowa, has been sold to the Trans-Mississippi Grain Co.

The Reliance Elevator Co., of Minneapolis, Minn., have reopened their elevator at Crystal Lake, Iowa, after a shut down of two years.

The McEwen-Bruce Grain Co., of Rolfe, Iowa, has dissolved, owing to the purchase of their elevator by the Uptide Grain Co., of Omaha.

The Farmersburg Grain Co., have completed their new elevator at Farmersburg, Iowa. Mr. K. K. Stearns has been appointed manager.

It is reported that the grain firm T. H. Harris & Co., of Montezuma, Iowa, has been sold to O. C. King & Co., of Quill Lake, Saskatchewan.

The Farmers' Elevator at Abbott, Iowa, is now under the control of Mr. Strayhorn. Evert Kroming, former manager, is now at St. Ansgar, Iowa.

After being closed for three years, the Iowa Central Elevator at Marshalltown, Iowa, will shortly reopen. Repairs are now being made on the house.

A movement to establish a farmers' co-operative elevator at Kamrar, Iowa, is under way. It has not been decided whether to buy an elevator or erect one.

The Iowa Central Elevator and Coal Yards at Eldora, Iowa, which have been closed for three years, have been remodeled and will soon be ready for business.

A meeting has been held by the farmers of Elk Horn, Iowa, to consider the proposition of organizing a co-operative grain shipping and stock buying association.

Charles E. Newell, of Cedar Rapids, Iowa, is equipping the Winfield Elevator with a B. S. C. Chain Drag, manufactured by the B. S. Constant Co., of Bloomington, Ill.

P. J. Wagner, traveling auditor for the Reliance Elevator Co., of Minneapolis, Minn., reports that the company will rebuild their elevator at Twin Brooks, Iowa, which was burned recently.

At Odebolt, Iowa, G. H. Birchard, of Lincoln, Nebr., has the contract to build a 30,000-bushel elevator for Mr. A. C. Petersmyre. This elevator will have the basement of concrete and the building iron clad. The power will be a 15-horsepower Fairbanks Gasoline Engine. There will also be a Richardson Automatic Scale, two stands of elevators and two wagon dumps. Work commenced on the house on August 29.

OHIO, INDIANA AND MICHIGAN.

E. F. Hanson has made some improvements on his elevator at Wantson, Ohio.

The new grain house at the Toledo & Western Yards, Fayette, Ohio, is nearly completed.

E. F. Sherman, Allegan, Mich., is installing the Constant Ball Bearing Man-lift in his elevator.

An addition is being made to the Farmers' Co-operative Elevator Co.'s building at Sandusky, Mich.

A project is under way to construct a new elevator at Elkhart, Ind., and also a siding from the Lake Shore line.

Botsford & Barrett of Detroit, Mich., have purchased the large Detroit bean elevator formerly operated by Ferrin Bros. Co.

The Ridgerton Elevator at Bucyrus, Ohio, which was recently purchased by Miller & Pike is now under the control of the firm of Sneath & Cunningham.

E. C. Fisher of Cavett, Ohio, is building an elevator at Van Wert, Ohio. The B. S. Constant Co. of Bloomington, Ill., furnished the machinery equipment.

Fred A. Dunham of Bay City, Mich., has sold his interest in the Turner Elevator to the Saginaw Milling Co., of Bay City, Mich., and retired from the firm.

With a capital stock of \$10,000 the H. E. Kinney Grain Co., of Indianapolis, Ind., has been incorporated by H. E. Kinney, E. M. Strauss, W. S. McDonald and O. E. Hadley.

A. F. Rust, I. S. Matson, L. W. Baker, C. W. Mahan and Mudge Mahan have incorporated the Haviland Grain & Hay Co., of Haviland, Ohio, with a capital stock of \$18,000.

The Lock Two Grain & Milling Co., with headquarters at New Bremen, Ohio, has leased the old Morran Bros. Elevator at St. Paris, Ohio, which is owned by Mrs. Brecount.

The Hicks Elevator of St. Johns, Mich., a landmark for 53 years, will be torn down to make room for the railroad and a new elevator will be built in another location.

Fred Friedline & Co., of Chicago, have been awarded the contract for rebuilding the elevator at Wheatland, Ind. It will be equipped with a U. S. Corn Sheller, two water tight elevator boots, two self-locking rail dumps and three B. S. C. Chain

Drags, manufactured by B. S. Constant Co. of Bloomington, Ill.

A new building of reinforced concrete with 200,000 bushels capacity will be built by the Seeds Grain & Hay Co. at Norfolk, Ohio.

Morris Kent & Co., have petitioned the city council at Kalamazoo, Mich., for permission to erect a concrete elevator and warehouse in that city.

H. H. Bowen, Ransom Smith and Charlie Artman have incorporated the Pennville Elevator Co. with capital stock of \$10,000, and will soon erect an elevator at Pennville, Ind.

J. F. Plice of Marton has purchased the Woodbury-Elliott Elevator at Marble, Ind., which the company sold with the intention of buying one nearer their headquarters at Muncie.

A. L. Alkire and Wm. Sands will purchase the P. W. Gage feed store and mill property at Delaware, Ohio, and will erect a large elevator along the Hocking Valley right-of-way during the next season.

The Douglas & Treacht elevator at Shelby, Ohio, will be equipped with the Constant Ball Bearing Man-lift and B. S. C. Chain Drag. The Reliance Construction Co. of Indianapolis, Ind., has the contract.

Upon the transfer of the stock of the Yelverton Elevator Co., of Bellefontaine, Ohio, to the Yelverton Grain Co., newly formed for that purpose, David Tough, the present octogenarian proprietor will retire.

The Farmers' Milling & Elevator Co., at Veedersburg, Ind., have incorporated with \$10,000 capital stock, with Walter Cook, Freeman Dice, I. W. Spencer, T. J. Dotson, E. C. Maffitt, Edward Greenley and D. S. Cade, as directors.

The Burge Milling Co., of Marion, Ind., will complete their new elevator at Sweetser, Ind., in time for the fall crop. They are known as the Sweetser Grain Co. The B. S. Constant Co. of Bloomington, Ill., furnished the machinery.

The Farmers' Grain & Supply Co., at Camden, Ind., which was organized by the farmers in the eastern part of Carroll County, has been incorporated with capital stock of \$10,000, by W. J. Guckien, J. H. Gish, J. U. Shanks, S. S. Kleckner, M. W. Dillen, R. O. Sharp, J. J. Reeder, J. C. Redding and Andrew Wise.

WESTERN.

An elevator is under way at Lakeside, Mont.

A \$25,000 elevator has been erected at Ramah, Colo.

The elevators at Lavina, Mont., are being erected rapidly.

R. O. Lunke is building a new elevator at Lakeside, Mont.

P. C. Thompson has just completed a warehouse at St. Ignatius, Mont.

H. C. Tiedeman has built an addition to his elevator at Ordway, Colo.

H. H. Minthorn of Bradley, S. D., will erect an elevator at Terry, Mont.

The town of Seibert, Colo., is endeavoring to secure a mill and an elevator.

Terry, Mont., will soon have a grain storage house, put up by A. O. Hewitt.

D. Sterling has succeeded Baughman & Co., hay and feed dealers, at Cottage Grove, Ore.

J. E. Winship will construct a grain storehouse in connection with his lumber mill in Arlington, Cal.

The Boulder Mill and Elevator Co., of Boulder, Colo., is now under the management of C. W. Rowland.

Conor & Fisher have succeeded Smith & Conor in the hay, grain and feed business at Wallace, Idaho.

J. O. Chamberlain has bought G. D. Treat's interest in the G. D. Treat Co.'s hardware and grain business at Falls City, Ore.

Under the direction of J. C. Kinney and Albert Pickering, a fourth elevator will be erected at Wibaux, Mont., which will have a capacity of 40,000 bushels.

The Minnesota & Western Elevator at Wibaux, Mont., has been rented by D. L. Lytle of Miles City, Mont. Mr. Lytle also controls an elevator at Terry, Mont.

A Farmers' Elevator Co. was recently organized at Medicine Lake, Mont., by R. S. Richardson, C. A. Hedges, W. Clark, F. Richardson, L. Lynne, P. Torpe and S. Pederson.

The Antelope Farmers' Elevator Co., of Antelope, Mont., has filed articles of incorporation recently. The company was organized by L. Linn, N. W. Clark, and C. A. Hedges with \$10,000 capital stock.

G. H. Birchard of Lincoln, Nebr., is building two 10,000-bushel elevators for the O. L. Mitten Grain Co., of Wray, Colo.; one at Paoli and one at Fleming, Colo. Both are of steel construction, iron clad, with Fairbanks Engine, wagons and hopper scales.

Mr. Birchard is also erecting a similar house for Lem. Gammon, at Ramah, Colo.

L. O. Hickok & Son, who built the reinforced concrete grain storage tanks for the Kalispell Flour Mill Co., at Kalispell, Mont., will erect eight similar tanks for the Royal Milling Co., at Great Falls, Mont.

The Interior Warehouse Co., is erecting a platform and scales on the Columbia River, 14 miles west of Eltopia, Wash., for receiving and shipping grain by boat. N. S. Steele and J. L. Clearwater have been engaged as agents.

The Moscow Union Warehouse Co., has been incorporated at Moscow, Idaho, with \$10,000 capital stock by J. L. Naylor, A. S. Lyon, J. Peasley, F. W. Gano, A. Snow, T. A. Brown, G. Seivers, A. Nelson and G. Anderson. The company will either buy or erect mills and elevators.

The elevator at Glendive, Mont., being erected by the Eastern Montana Elevator Co., will soon be completed. The company, which is made up of business men of Glendive, was recently incorporated, with G. D. Hollecker president, G. W. Haskell secretary, and H. Mullendore treasurer.

MISSOURI, KANSAS AND NEBRASKA.

An elevator will soon be erected at Froid, Nebr.

At Elba, Nebr., the Farmers' Elevator is nearing completion.

W. M. Bruce is building an elevator at Smithfield, Nebr.

J. J. Jackson is now fitting out his new elevator at Oberlin, Kan.

N. C. Christiansen's new elevator at Cosmo, Nebr., will soon be completed.

Herbert E. Gooch Co., have bought the Bartsow Elevator in Farwell, Nebr.

The work on the Farmers' Elevator at Tecumseh, Nebr., has been commenced.

Seth Jones has sold the Niobrara Elevator at Winnetoon, Nebr., to his brother.

The Omaha Elevator at Omaha, Nebr., has opened for business, with Otto Hill in charge.

The elevator erected by C. W. Johnson at Potter, Nebr., will be in operation by October 1.

New scales have been installed in the elevator of Saunders & Westrand, at Wayne, Nebr.

J. Campbell has purchased an interest in the La Harpe Grain and Milling Co., of Iola, Kan.

The Farmers' Grain Buying Association has bought the Wells-Hort Elevator at Phillips, Nebr.

A new elevator will be put up by the Shannon Grain Co., at Edgar, Nebr., to replace the old one.

Ovid Kellogg, of Stratton, Nebr., has bought the elevator of J. M. Sewell & Co., at Bekleman, Nebr.

The Nye-Schneider & Fowler Co., of Omaha, Nebr., will rebuild their elevator at Pilger, Nebr., in a short time.

Plans are being made to erect an elevator at North Bend, Nebr., to take the place of the one destroyed by fire.

Articles of incorporation are being published for the Knapp Grain Co., which will handle grain in Mt. Claire, Nebr.

The elevator at Plattsmouth, Nebr., which was sold at auction to Mr. Robertson, of Lincoln, Nebr., is being torn down.

The Nye-Schneider Co., the Hynes Co., and Sherman-Saunders of Omaha, Nebr., all expect to build elevators in that city in a short time.

D. L. Upton, of Long Beach, Cal., has sold his lumber, coal and elevator business at Pierce, Nebr., to the Farmers' Grain Co., of that place.

Giles Knapp, E. Stockham and Gorton Roth, of Mt. Clare, Nebr., have incorporated the Knapp Grain Co., with a capital stock of \$20,000.

A duplicate elevator to the one built by G. H. Birchard at Shippee, Nebr., is to be built at Berks, Nebr., for the Lincoln Grain Co., of that city.

J. W. Holmquist and W. Merriam, of the Holmquist Grain and Elevator Co., of Oakland, Nebr., have each purchased elevators in that place.

The Thomas Cochrane Grain Co., of Lincoln, Nebr., has been incorporated by T. Cochrane, W. S. Cochrane and B. B. Cochrane, with a capital stock of \$65,500.

The Megibben Coal and Grain Co., of Kansas City, Mo., has been incorporated by C. K. Megibben, J. W. Winkler and W. A. Marshall, with \$10,000 capital stock.

G. H. Wittram and J. M. Reynolds, of Aurora, Mo., have bought the property of the Ash Grove Milling Co., which includes a mill and electric lighting plant at Ash Grove and a grain elevator at Walnut Grove, Mo.

At Shippee, Nebr., G. H. Birchard, of Lincoln, Nebr., has just completed a 15,000-bushel elevator for the farmers. It has a concrete basement and bin hoppers, iron clad throughout. The equipment consists of a Fairbanks Gasoline Engine, wagon and

hopper scale, man lift, one stand of elevators, double dump hopper and No. 34 Barnard & Leas Separator.

Articles of incorporation have been filed for the Missouri Elevator Co., and the Updike Elevator Co., of Omaha, Nebr., each with a capital of \$200,000. N. B. Updike, O. M. Smith, C. L. Babcock and E. A. Cope are the officers of both corporations.

G. H. Birchard, of Lincoln, Nebr., is building an elevator similar to the one at Dorchester, Nebr., for J. N. Fike, the wheat king, at Levant, Kan. Mr. Fike lives at Colby, Kan., and is reported to have 12,000 acres of wheat this year and planning to have 15,000 acres next year.

G. H. Birchard, of Lincoln, Nebr., is building two elevators for Miller Bros., at St. Anthony, one at Rexburg, and one at Sugar City, Idaho. Each has a capacity of 15,000 bushels and is equipped with electric power, Monitor Cleaner, two stands of elevators, man lift and overhead wagon dump.

G. H. Birchard, of Lincoln, Nebr., has just completed a 20,000-bushel elevator at Madrid, Nebr., for Sells & Rector, of Holdrege, Nebr., with 10,000-bushel corn crib attached. The equipment includes a Fairbanks Engine, wagon scale and Richardson Automatic Scale and Beall Motionless Grain Cleaner.

G. H. Birchard, of Lincoln, Nebr., has completed a 15,000-bushel elevator for the Farmers' Elevator Co., at Anendale, Nebr. It is equipped with a 10-horsepower Fairbanks Engine, wagon scale and hopper scale, No. 34 Barnard & Leas Separator, one stand of elevators and one double wagon dump. The basement and all hoppers are solid concrete and the building covered with iron.

Three elevators for the Crete Mills, of Crete, Nebr., have been built by G. H. Birchard, of Lincoln, Nebr., at Wallace, Elsie and Grant, Nebr. Each has 12,000 bushels capacity, concrete basement, iron clad building and large warehouse for flour and feed. Each has a Fairbanks Engine, wagon and hopper scales. The one at Grant has an ear corn elevator and an 8,000-bushel corn crib attached, with a concrete floor.

A 25,000-bushel elevator for the Farmers' Elevator Co., at Dorchester, Nebr., has been completed by G. H. Birchard, of Lincoln, Nebr. It has solid concrete basement and hoppers, concrete engine room and concrete double office, a 15-horsepower gasoline engine, Fairbanks Wagon Scale and Richardson Automatic Scale, No. 34 Barnard & Leas Separator and one double wagon dump. The building is covered with galvanized iron and made lightning proof.

MINNESOTA AND WISCONSIN.

The elevator at Bertha, Minn., has been sold to Chas. Bottemiller.

Geo. Winzenburg has bought the Cargill Elevator at Granada, Minn.

The Nelson-Lund Elevator at Grove City, Minn., is ready for business.

The Great Western Elevator at Gary, Minn., has been closed for a year.

The International Elevator Co., has finished its elevator at St. Cloud, Minn.

Repairs on the Stephen Elevator at Stephen, Minn., have been completed.

J. J. Davidson has leased the Minneapolis North Elevator at Evansville, Minn.

Berry Bros. are making some improvements on their elevator at Hector, Minn.

The Exchange Elevator at Milan, Minn., has been set on a new cement foundation.

Greig & Zeeman have again leased the E. A. Brown Elevator at Luverne, Minn.

The Jacob Rau Elevator at Wykoff, Minn., has been sold to the Gund Brewing Co.

A. D. Packard & Son have opened up the old Alliance Elevator at Sherburn, Minn.

The Woodworth Elevator has been taken down and moved away from Westbury, Minn.

M. T. Gunderson, of Kenyon, Minn., has purchased two elevators at Nerstrand, Minn.

A party of business men of Brandon, Minn., have bought the Inter State Elevator at that point.

At Gaylord, Minn., the Pacific Elevator Co., of Minneapolis, Minn., has built a large elevator.

The Price Bros., of Springvale, Minn., have purchased full interest in the elevator at that place.

The Barrett Grain Co., at Barrett, Minn., has been incorporated with a capital stock of \$10,000.

An addition to the Red Lake Falls Milling Co.'s elevator at Red Lake Falls, Minn., is being constructed.

The National Elevator at Brandon, Minn., has been purchased by the newly incorporated Brandon Grain Co.

The Darfur Elevator Co., at Darfur, Minn., have become owners of the Bingham Bros.' Elevator in that place.

The Brandon Grain Co., at Brandon, Minn., has been incorporated with \$10,000 capital stock by C.

W. Mackstroth, S. Dickinson, J. Landa, J. A. Hammergren, F. Mandelke and J. J. Lorusung.

The elevator of the Powers Elevator Co. at Royalton, Minn., has been opened for the fall business.

The Minneapolis and Northern Elevator at Crookston, Minn., has been opened, after being closed for three weeks.

The Mutual Elevator Co., of Minneapolis, Minn., have made many repairs on their elevator at Triumphant, Minn.

The Geyermans, Hubbard and Palmer & Skewis Grain Co., have decided to open the Geyerman elevator this fall.

The Golden West Grain Co., Inc., of Sioux Falls, S. D., has leased the Minnesota & Western Elevator at Ihlen, Minn.

The Farmers' Elevator at Owatonna, Minn., which was recently destroyed by fire, will be rebuilt in the near future.

The Mooers & Co., of Minneapolis, Minn., have reopened the elevator at Kerkhoven, Minn., with A. Jacobson in charge.

The Milwaukee Elevator Co., of Milwaukee, Wis., has bought the elevator at Clinton, Wis., from the Western Elevator Co.

The elevator at Meriden, Minn., belonging to the L. G. Campbell Milling Co., of Owatonna, has been thoroughly overhauled.

The Northwestern Elevator Co., of Minneapolis, Minn., are putting a foundation under their elevator at Louisburg, Minn.

An elevator has been erected at Arlington, Minn., by the Pacific Elevator Co., of Minneapolis, Minn., to replace their former structure.

At Haydenville, Minn., a new company called the Haydenville Grain Co., has been recently incorporated with a capital stock of \$10,000.

At Belle Chester, Minn., the Red Wing Malting Co., have made arrangements to build an elevator and to sell the one at White Willow.

The old Hunting Elevator at Oakland, Minn., has been taken down and the lumber shipped to Brownsdale for the erection of a new house.

The Monarch Elevator at Clinton, Minn., is being raised to avoid the trouble with surface water which the plant has experienced of late.

A new elevator seventy feet high will be erected at Bridgewater, Minn., by the Eastern Grain Co. to replace the one recently destroyed by fire.

The firm of McLaughlin & O'Halleran, of Austin, Minn., have taken possession of the elevator at Medford, Minn., which they recently purchased.

After being closed for three years, the McDonald Elevator at Hutchinson, Minn., will be reopened by Carl Steinkoff, of Buffalo Lake, the new owner.

A. E. Erwin has bought the Stedman interest in the Stedman Elevator Co., of Sauk Center, Minn., and has changed the name to the Erwin Elevator Co.

The Atwater Union Elevator Co., at Atwater, Minn., have opened their elevator. This company recently was incorporated with a capital stock of \$10,000.

The Cargill Elevator Co. will build an elevator on the site of their old house at Black River Falls, Wis., which was condemned and torn down a few years ago.

The Minneapolis & Northern Elevator at Evansville, Minn., has been sold to a stock company and will be known hereafter as the Farmers' and Merchants' Elevator.

The charter of the Atlas Elevator Co., at Minneapolis, Minn., has been amended so that the company is authorized to increase its capital stock from \$400,000 to \$450,000.

Woodworth & Co., Minneapolis, Minn., are erecting an elevator at Greenwald, formerly Eslarn, Minn., and Getchell & Tanton, of the same city, are also building one at that point.

EASTERN.

The Lawrence Grain and Coal Co., of Lawrence, Mass., has been incorporated with a capital stock of \$25,000.

J. M. H. Walters is building a grain elevator on the corner of Thirty-first and Webster Streets, Philadelphia, Pa.

Smith & Zahniser, of Freeport, Pa., have installed a gas engine and put an elevator in this establishment.

Repairs have been made on the storehouse of the Taunton Grain Co., at Weir, Mass., which collapsed recently, causing great loss.

The foundations have been laid for a large grain elevator for the firm of Potter & Sons near the railroad station at Greenfield, Mass.

David H. Levis, Inc., of Rochester, N. Y., has been incorporated with a capital stock of \$1,000 by D. H. Levis, R. Salter and N. F. Love.

G. S. Whitney, of Concord Junction, Mass., has incorporated his business under the name of the

Whitney Coal and Grain Co., putting it under the management of Burleigh L. Pratt.

The T. D. Fritch Sons Co., of Rochester, N. Y., has been incorporated with \$30,000 capital stock by F. N. Fritch, S. Wetzel and S. R. Hills.

C. P. Matthews & Sons have purchased the property of S. M. Hottenstein at Monroeton, Pa., and will use the building as a grain and feed warehouse.

The Quaker Oats Co. have started to clear away the ruins of their elevator at Richford, Vt., which blew up and burned last October, and are rapidly laying foundations for a new one.

THE DAKOTAS.

Work has commenced on the elevator at Veblen, S. D.

An elevator is to be built at Oneida, S. D., by M. A. Hyde.

The Dillman Elevator at Devillo, S. D., has been enlarged.

Albert Barks has purchased an elevator at Ege-land, N. D.

Geo. E. Hoch has bought the Western Elevator at Elkton, S. D.

The Reinhart Elevator at White Rock, S. D., has changed hands.

At Belfield, N. D., the Van Dusen Elevator Co. is erecting a new house.

The Farmers' Elevator at Cooperstown, N. D., will soon be completed.

The five elevators at Ramona, S. D., are to be lighted with electricity.

The Moreland Elevator at Ben Clare, S. D., has undergone extensive repairs.

The contract has been let for a new elevator at Belfield, N. D., to cost \$7,000.

The Woodward Farmers' Elevator Co., at Cathay, N. D., has been incorporated.

Work on the new Cargill Elevator at Hankinson, N. D., will soon be completed.

The Lytle Elevator at Dickinson, N. D., has been bought by the Farmers' Grain Co.

J. J. Mullaney, of Sioux City, has purchased the Square Deal Elevator at Irene, S. D.

The repairs on the Andrews Grain Co.'s elevator at Drayton, N. D., have been finished.

The Farmers' Elevator at Randolph, S. D., has been put in condition for fall business.

J. M. Schaty has purchased a half interest in the Bagley Elevator Co. at Hillsvie, S. D.

The work of cribbing is about completed on Solomon Isaak's new elevator at Eureka, S. D.

The Russell-Miller Milling Co. will soon commence building an elevator at Carson, N. D.

The Russell-Miller Milling Co. will soon commence building an elevator at Mandan, N. D.

The Hettinger Milling Co. is erecting an elevator of 15,000 bushels capacity at Hettinger, N. D.

The Alpena Farmers' Elevator Co., of Alpena, S. D., is making many improvements on its plant.

The Farmers' Elevator Co., of White Lake, S. D., has purchased the Shanard Elevator for \$5,000.

The Kasota Elevator Co. has reopened its office in Watertown, S. D., with G. O. Farrell in charge.

The Farmers' Elevator Co.'s elevator at Des Lacs, N. D., which was destroyed by fire, will be rebuilt.

The two new elevators built for E. Lloyd and J. R. Smith, at Beach, N. D., are now practically completed.

Mr. Grimes has purchased an interest in the Waddell Elevator at Havana, N. D., and will soon take charge.

Five big grain elevators at Ramona, S. D., are being wired for electric lights by the City Electrician.

The Farmers' Co-operative Grain and Supply Co., at Cooperstown, N. D., have completed their new elevator.

A large warehouse is being erected on the Missouri River below the mouth of the Little Missouri, near Washburn, N. D., by Capt. I. P. Baker of Bismarck.

At McVie, N. D., the farmers have decided to erect an elevator under the title of the Farmers' Elevator Co.

An automatic scale has been installed in the elevator of the Farmers' Co-operative Grain Co., at Langford, S. D.

The new Equity Co-operative Elevator Co. has bought the Great Western Elevator at Granville, N. D., for \$7,000.

The Movius Land and Loan Co., is building an elevator at Veblen, N. D., for the storage of grain from their lands.

Gunder Lunde has purchased the elevator at Lake Preston, S. D., from the W. W. Cargill estate, but will engage himself for this season as a buyer

for the Co-operative Elevator Co., to which he has leased his elevator.

At De Lemere, N. D., the Equity Elevator Co., has been incorporated with a capital stock of \$5,000.

The new Amenia Elevator at Langdon, N. D., has been completed and will soon be put in operation.

The capital stock of the Deisem Farmers' Elevator Co., recently organized, of La Moure County, N. D., is now \$8,000.

A new Fairbanks-Morse Gasoline Engine has been placed in the new Farmers' Grain Co.'s elevator at Alexandria, S. D.

It is reported that the St. Anthony and Dakota Elevator Co., will not open their Langdon (N. D.) house this season.

The old N. P. Elevator at La Moure, N. D., will be opened by the Andrews Grain Co., with A. Y. Anketell in charge.

Repairs on the old Kenmare Elevator at Crosby, N. D., which was recently damaged by fire, are nearing completion.

At Havana, S. D., the Farmers' Co-operative Grain Co. has bought the elevator of the St. Anthony and Dakota Elevator Co.

The Hubbard & Palmer Co., at Ellis, S. D., which has been closed for two years, will resume business with E. W. Koch in charge.

A. H. Betts has sold his elevator at Mitchell, S. D., to the South Dakota Grain Co., which will operate both houses in the future.

Joe Lynch, Lew Forber and Joe Forber have bought the Hawkeye Elevator at Aberdeen, S. D., from the Hawkeye Elevator Co.

Hagen & Bakkel, grain dealers of Duluth and Minneapolis, are building an elevator at Fryburg Station, Belfield Post Office, N. D.

E. P. Lindgren, of Esmond, N. D., has bought a controlling interest in the Lindgren Elevator Co., and taken charge of the business.

The Farmers' Co-operative Grain Co., of Britton, S. D., have completed the installation of automatic scales and a man lift in their house.

After a little overhauling, the Osborn-McMillan Elevator at Bowbells, N. D., which Mr. Wiper has purchased, will be ready for business.

The Farmers' Elevator Co., of Petrel, N. D., has been incorporated with \$50,000 capital stock by M. Hirsrud, E. F. Heim and R. J. Murphy.

The farmers near Scotland, S. D., have organized an elevator company and will build a 25,000-bushel elevator as soon as a site is procured.

J. A. Black, who has resigned his position with the Thorpe Elevator Co., at Lidgerwood, N. D., will open an elevator of his own at Bengen.

J. F. Brodie, of the Consolidated Coal Co., has signed a contract with T. E. Lahart for the erection of a 40,000-bushel elevator at Lehigh, N. D.

C. W. Paulson and D. O. Bye are now owners of the former T. C. Lillethun Elevator at Cuba, N. D., and have made Carl King buyer for the house.

The elevator at De Sinet, S. D., which Hannah Bros. purchased from the Barber Elevator Co., has undergone repairs and is now receiving grain.

The Independent Elevator Co., at Nome, N. D., has been incorporated by R. Phergo, Nels Anderson and C. P. Miller, with a capital stock of \$10,000.

M. D. Dyer has purchased the Dawley Elevator from the Stair, Christensen & Timmerman Co., at Antler, N. D., and will soon be ready for business.

A committee consisting of A. Parsons, Frederickson, Rice & McCullom has been appointed to organize a farmers' elevator company at Fonda, N. D.

Mesick & Stangeland have obtained the site in Onida, S. D., upon which M. A. Hyde intended to erect an elevator, and will construct one themselves.

The farmers in the vicinity of Ravina, S. D., are planning to erect an elevator on the site donated to them by the Chicago, Milwaukee & St. Paul Railroad.

Apland & Gunderson have bought the old Atlas Elevator at Viborg, S. D., from Geo. D. Steward. P. B. Hanson will continue to operate it under his lease.

With \$10,000 capital stock, the Niobe Farmers' Co-operative Elevator Co., of Niobe, N. D., has been incorporated by A. Hedlin, C. W. Weber and G. A. Anderson.

F. H. Wendt, who has represented the Bagley Elevator Co., at Faulkton, S. D., for the past year, will take charge of the elevator at Ashton during the coming season.

The Eastern Construction Co., has been overhauling the W. H. Walters Elevator at Marvin, S. D., putting in a steel pan under the elevator and lowering the scale and pit.

The Dakota Metal Granary Co., of Mitchell, S. D., has been organized with a capital stock of \$250,000 for the purpose of making metal grain bins. The company consists of I. O. Brock, president; A. McQuarters, vice-president; H. R. Beyer,

treasurer; N. A. Wing, secretary; with I. O. Brock, H. R. Beyer, N. A. Wing, P. Reiersen and N. R. Woodward, directors.

CANADIAN.

Waddington, Stuckey & Co. have started a grain and feed business at Lethridge, Alta.

The James Richardson Co., of Winnipeg, will soon erect an elevator at New Norway, Alberta.

The Western Canada Flour Mills Co., Ltd., is erecting an elevator at Oak Bank, Manitoba.

An elevator with 30,000 bushels capacity is being built by the Alberta Pacific Elevator Co., at Hardisty, Alberta.

The British North American Elevator Co., of Winnipeg, Man., is arranging to build an elevator at Wadena, Sask.

Premier Sir Wilfrid Laurier reports that the government will construct elevators at Vancouver and Prince Rupert, B. C.

William Robinson Co., Ltd., of Selkirk, Manitoba, has secured a contract for 24,000 grain doors from the Canadian Pacific Railway.

The Sovereign Grain Co., Ltd., of Winnipeg, Manitoba, has incorporated with \$300,000 capital stock under the Manitoba Companies' Act.

J. Richardson & Sons, Ltd., elevator and ship owners of Kingston, Ont., have been licensed to carry on business in British Columbia.

The name of the Andrews Gage Grain Co., Ltd., registered under the Dominion Companies Act, has been changed to the International Co., Ltd.

The president of the A. B. C. Elevator Co. has announced that the company will erect a large elevator at Vancouver, B. C., or at New Westminster, B. C.

The Barnett & Record Co., of Minneapolis, Minn., have obtained the contract for the erection of an elevator of 200,000 bushels capacity at Sudbury, Ont., cost \$135,000.

The B. C. & Prairie Milling & Elevator Co., Ltd., has been incorporated under the B. C. Companies Act, with a capital of \$500,000, to conduct business in any part of the world.

The Maple Leaf Milling Co., of Toronto, Ontario, will erect about 17 elevators throughout Saskatchewan, besides a 1,000,000 bushel elevator at Port Colborne, Ont., and one at Hamilton, Ont.

The Alberta-Canadian Elevator Co. of Calgary, Alta., has leased part of the old Cleave Cannery at New Westminster, B. C., to use as a storehouse until they can build an elevator there.

The Swift Current Farmers' Milling & Elevator Co., Ltd., has been incorporated under the North West Territories Companies Ordinance, with a capital stock of \$50,000. The company's office will be at Swift Current, Sask.

The Western Farmers' Milling & Elevator Co. of Alberta, Canada, have been forced to give up the erection of the elevators at Bow Island, Winnifred, Burdett, Chinn and Seven Persons. The Alberta Pacific Elevator Co. of Cardston, Alberta, will go on with the work.

The Alberta Pacific Elevator Co., of Calgary, Alta., is building elevators at Bow Island, Winnifred, Seven Persons, Barnwell, Purple Springs, Olive, Tees, Halkirk, Burdett and Castor, Alta., and is reported to have secured sites for other houses at Longheed, Hardisty, Provost, Brant, Acme, Cluny and Bassano, Alta.

The Great West Milling Co., of Canada, with an office at Kenora, Ont., Canada, have been incorporated with a capital stock of \$1,000,000 under the Dominion Companies Act, to deal in grain and to own and operate elevators, warehouses, wharves and docks. Provisional directors are T. Walsh, J. T. Brett, A. Shragge, W. G. Cameron, G. M. Rloch, J. P. Earngey, W. J. Chapman, J. C. Baxter, J. Brencley and G. A. Toole.

The South Dakota Railway Commission, to August 31, had granted licenses to 982 grain warehouses to transact business in that state this crop year. Out of this number 387 have been bonded as storage houses. The number will no doubt be increased before the buying season is over.

Each of the employees of the late Issy Landa, the Kansas City grain commission merchant who died about a month ago in Texas, was remembered in his will, to the extent that each employee should be paid a full month's wages and, in addition, wages for the current month, no matter what the date of the testator's death.

Overcrowded warehouses, filled with grain and barley brought from Stockton and the San Joaquin Valley, to Martinez and Frisco, are causing owners of river steamers to stop delivery at Port Costa until ocean going steamers carry away the grain and storage room becomes less congested. It is feared that on account of the congestion in the warehouses it will be impossible to store the entire crop before the fall rains set in.

ST. LOUIS GRAIN NEWS.

BY L. C. BREED.

The three-story building occupied by the W. F. Chamberlain Feed Company on Commercial Street fell into the basement August 22nd, after the close of business, seriously injuring Herbert Griffin, a negro porter.

The Pendleton Grain Company of St. Louis has recently extended its business by purchasing the Western and the Belt Elevators in East St. Louis. The company already operates the Southern Elevator, having a capacity of 100,000 bushels. The combined capacity of the two smaller elevators recently acquired is 200,000 bushels.

Agreements abolishing the weighing of grain at East St. Louis by the Illinois Railroad & Warehouse Commission went into effect September 1. The Merchants' Exchange of St. Louis is deputized to do all the weighing at that terminal point. This arrangement does away with double weighing charges which have long existed on account of many members of the Exchange insisting on Merchants' Exchange weights to satisfy their shippers and customers. Under the provisions of the agreement the Illinois R. R. & W. Commission will have the power of recommending weighers who shall be residents of East St. Louis. The Merchants' Exchange has the power of approving or rejecting these appointees, and all expenses of the weighing are to be paid by the Exchange, the dues resulting going to reimburse it. John Dower, the Merchants' Exchange supervisor of weighing, will have charge of the weighing now on both sides of the river. The Merchants' Exchange is to make daily reports of the receipts to the local registrar at East St. Louis and submit annual reports of receipts and expenditures.

The East St. Louis delegation to the meeting of the Council of North American Grain Exchanges at New York City on September 12 was composed of M. W. Cochrane, president, W. L. Moffitt, vice-president and Bert Ball, publicity agent of the Merchants' Exchange. President Cochrane spoke before the council on "How Can the Grain Exchanges Promote a Better and Larger Field by the Selection of Seed?" Mr. Moffitt took as his subject, "A National Grain Credit Association."

The annual notice that the season for straw hats will pass September 15 is about to be issued on 'Change. If worn after that date, it will be taken as a manifestation of nerve and defiance of this time-honored rule, with the result parties thus clad appearing on the floor may expect to leave the trading room hatless.

The six months ending June 30 showed an excess in receipts and shipments of freight of all kinds of nearly a million tons over those of any previous half year in the history of St. Louis.

The Illinois Central Railroad will now carry freight into St. Louis at the same rate as to East St. Louis from beyond the 100-mile zone. This concession is very gratifying to the St. Louis grain trade.

The Weighing Bureau of the Merchants' Exchange has issued a card poster, giving precautions which the department recommends shippers should observe in order to prevent the loss of grain from cars while in transit. There are twenty of these rules, all of which every shipper should observe.

Charles M. Mahoney, assistant manager of the National Oats Supply, Peoria, Ill., was accidentally killed at the company's elevator in that city. His funeral took place at St. Louis. Mr. Mahoney was well known in this city and had been in the employ of the Corn Mills, East St. Louis.

French Weems Smith, head of the F. W. Smith Grain Company, St. Louis, died recently. He was 69 years old. Mr. Smith was born in Madison County, Ills. After having been engaged in conducting a general store at Dorsey Station, in 1865, he began operating in grain, and finally came to St. Louis, establishing a grain commission business under the firm name of F. W. Smith & Company. From 1885 to 1897 Mr. Smith was president of the Gratiot Street Warehouse Company and since 1895 had been president of the F. W. Smith Grain Company. He was a member of the Merchants' Exchange.

In the death of T. B. Morton, who died of apoplexy recently, the Merchants' Exchange lost one of its oldest active members. Mr. Morton was born in Pike County, Ills., October 8, 1849. He began his business career in 1865 as a clerk in a general store, remaining until 1871. In 1872 he came to St. Louis and became a clerk for Wright, Rickart & Co., grain merchants. In 1884 he became a partner in the firm of Messmore, Gannett & Co. and later of Messmore, Morton & Co. Since 1900 he has been the head of Morton & Co. He was formerly a director of the Merchants' Exchange. Mr. Morton was very highly esteemed by the grain trade. He was thoroughly acquainted with the business and was always ready and willing to serve on committees, seeking to promote the interests of the Exchange.

An organized band of grain thieves operating in East St. Louis has been uncovered by Barron & Wilson, official grain samplers of the Merchants'

Exchange. The Exchange officials then took the matter up and on examination in the East St. Louis yards they discovered a car of wheat in Illinois Central car No. 19,183, consigned to the Parrott Day Commission Co., which had four large holes chopped in the end of the car, from which more than 100 bushels of wheat had been stolen. Another Illinois Central car, No. 18,359, containing corn, consigned to the Cannon Bros. Commission Co., was found to have several two-inch auger holes bored in the floor from which fully 100 bushels had been stolen. The Exchange officials will place the conditions of things before the railway men and ask for better police protection.

E. W. Jokisch, the Boody (Ills.) grain dealer, while dumping a load of corn recently, dropped from his pocket his watch into the corn. It passed from the sheller into the cob pile and when picked up was still running. The only damage done was the breaking of the crystal.

The old Mansion House in Belleville, Ills., made famous by Charles Dickens in his American Notes, was almost totally destroyed August 24th by the fall of a 100-foot elevator, wrecked by high winds.

James E. Bennett & Co., Springfield, Ills., have taken over the grain business of James L. Brainerd, with offices in the Booth building.

H. J. Kunkle of Galesburg, Ills., has purchased a new portable elevator which is proving efficient for grain loading.

Ira Tophill, Marshall, Ills., has sold his feed and livery business to E. S. Johnson and John Bolenbaugh.

The people of Girard, Ills., have decided to hold the Sixth Annual Corn Carnival there on October 20 and 21.

August W. Reising, East St. Louis, farmer, has 112 acres planted in wheat, which yielded nearly 4,000 bushels, averaging about 36 bushels to the acre. He also raised 8,000 bushels of potatoes on 40 acres, an average of 200 bushels to the acre. It will surprise no one to learn Mr. Reising has an automobile.

James Horner, Kewanee, Ills., has bought the feed business formerly conducted by Steer & Kellogg, but lately carried on by F. E. James, who is the manager of one of the elevators there, Mr. Horner being employed to run the feed store of which he has now become the proprietor.

A new fireproof building is being erected in Neosho, Mo., which will be occupied by Z. Daugherty, who will conduct a wholesale and retail feed and flour business. Mr. Daugherty recently came from Monmouth, Ills.

The People's Elevator Company, of Rich Hill, Mo., is installing a new wagon scale to take the place of their old one.

Clyde Morley of Fairfield, Ia., has purchased the grain business of R. O. Sherrick. The business will be conducted hereafter under the name of Yost Morley.

It is reported that the Northern Pacific is contemplating the purchase of the Great Western. The Northern Pacific owns and operates all the elevators along its right of way and an agent of this road has been investigating the elevators along the Great Western right of way, it is believed that it is with a view to acquiring the property.

The Farmers' Co-operative Association of Sheldon, Ia., has been incorporated. Capital stock, \$25,000. Incorporators—Wiltse Oostenbrug, Geo. P. Kerstin, Henry J. Kots and others.

The warehouse of the Griswold Seed Company of Lincoln, Neb., was destroyed by fire August 17, entailing a loss of about \$30,000. The loss was fully covered by insurance. Rebuilding will begin at once.

The grain elevator leased by the Kearney Flour Mills at Kearney, Neb., and used by the company for grain storage purposes, was burned August 31. Owing to a high wind the elevator and its contents were completely destroyed, entailing a loss of \$12,000. The property was partially insured.

The Landis Elevator Company, Wichita, Kas., has been reorganized. At a meeting of the board of directors new officers were elected and the capital stock increased to \$25,000. The new officers are C. H. Bowers, president and treasurer; H. G. Landis, vice-president; W. R. V. Larsh, secretary. The elevator is equipped with an electric motor with direct power transmission, invented and patented by H. G. Landis.

The Edgerton Lumber Company, of Edgerton, Kas., bought recently a load of blue grass seed of H. C. Williams that brought him over \$600. This was the crop from about 23 acres less 35 bushels which Mr. Williams kept for seed. The load contained 161 bushels and was sold for 17 cents per pound.

Silas R. Overton, manager of the Overton Grain & Livestock Company of Wichita, Kas., recently fell and broke his leg. Owing to the nature of the accident Mr. Overton is likely to be confined at his home for several weeks.

W. S. Bean and W. J. Straley have formed a co-partnership under the firm name of W. J. Straley & Company and bought J. W. Eckhardt's elevator.

The second annual grain carnival of Pittsburg, Kas., will be held the latter part of next month.

The Thomasson Brothers, of Macksville, Kas.,

doubtless hold the wheat threshing record of Kansas, having threshed 4,322 bushels of wheat in one day. It is said that the world's record is held by a man in Washington, it being 5,400 bushels in one day.

The William Legler Hay & Grain Co. of Leavenworth, Kas., has been incorporated. Capital stock, \$25,000. Incorporators—Geo. W. Legler, E. A. Noel, Charles W. Wilson and others.

At a recent meeting of the directors of the Farmers' Elevator Company, Pond Creek, Okla., it was decided to go ahead at once with the rebuilding of the elevator which burned down a few weeks ago.

Southwestern Stock Food Company of Oklahoma City, Okla. (amended), capital, \$100,000. Directors—W. H. Furse, T. Woods, E. V. Robnett, J. E. Lucas and J. F. More.

The Laser Grain Company, of Clarksville, Ark., has been incorporated. Capital stock, \$15,000. Incorporators—Samuel and Thomas Albert and Alvin Laser.

[For the "American Elevator and Grain Trade."]

TOLEDO AND OHIO STATE NEWS.

E. F. BAKER.

The heaviest grain business that has been transacted here for the past ten years is now being done. Receipts of wheat have been enormous, and while there has been a strong demand, the Toledo accumulation has piled up until there is now on hand approximately 1,600,000 bushels of wheat, and dealers are in a quandary as to what to do with incoming shipments. Local elevators have a capacity for a large amount yet, but the trouble arises from the wide expanse of grading which requires so many different bins to hold the different grades. As it is, everything is in use and a regular blockade is threatened. Those in charge are making every effort to keep grain on the move and promise that they will be able to take care of all that comes in. While the wheat receipts of the past week (September 10) have reached 121,000 bushels, the accumulation has grown but little during the past few days, as shipments have been heavy also. There has been a live export demand, and during the week perhaps 175,000 bushels have left by rail destined for foreign parts, one consignment of about 80,000 going to France by way of Buffalo. Aside from the fact that there is an unusual amount of snut, the quality is fine and general satisfaction is expressed. Scattered mills as a rule are finding all the wheat they need in their immediate vicinity, and but light demand has been found here at Toledo, the total outgoing shipments amounting to 17,600 bushels during the week.

A large volume of oats also has been on the move here, the receipts of the past week reaching 144,000 bushels, with shipments of 137,600 bushels. The pleasing feature of the oats situation is the splendid quality and the few complaints from this source. The heavy Eastern demand has kept the accumulation down to less than 600,000 bushels. Farmers are evidently satisfied with the market and are selling liberally at present figures, cash oats being quoted at 34½c. There is still considerable threshing to be done and this will undoubtedly keep the receipts up for some weeks without great abatement, as the surplus will undoubtedly be turned on the market.

Corn does not present the most pleasing spectacle in this section at present, and it now seems assured that there will be a large amount of soft stuff, while but little will be first class. If frost should hold off a couple of weeks yet, it would help out materially, especially as to soft corn, but there is no longer the makings of a good crop. Ears are not well filled at either end; kernels are small and much retarded; and on the whole the stand is light, so that it is but reasonable to expect a small yield of poor corn. Some fields show a fair prospect, but they are the exception rather than the rule, especially in northwestern Ohio. Some sections of the state report a good prospect, but it is safe to predict that the Ohio corn crop will fall far below the average, and that the quality will not be of the best.

Considering the new crop prospect, it is rather surprising how liberally farmers and that small country elevators are disposing of their holdings. Much of the new crop will be cut and fed without husking, but more crib room is evidently necessary, as shown by receipts of the past week, which have amounted to 63,500 bushels. Very little of this has been shipped out, but 8,700 bushels leaving during the week for the Eastern market. Cash corn is now selling here at 60c. as against 73c. a year ago.

Clover seed is not so plentiful as it was a year ago and prices are ruling very strong, cash going up to \$10.10 on Friday and closing at \$9.95. Total receipts for this season have been 2,586 bags as against 3,207 to this date last year. Receipts of rye increased last week 5,084 bushels to a total of 15,682 bushels.

Cash rye is selling at 71c., about 2c. above the quotations of a year ago. There is no barley stock on hand here.

The clash between the State Railroad Commis-

sion and the Interstate Commerce Commission, assumed new proportions this week when the Ohio state board sent out notices and copies of a complaint filed with it by the Ohio Shippers' Association to every railroad doing business in the state of Ohio. The defendants are so numerous that the complaint was printed to save labor. The purpose of the hearing is to secure a decision from the Commission to the effect that the matter of demurrage charges, regardless of the character of the shipping in which it arises, is a subject matter for the state commission to consider. Under the ruling of the Interstate Commission the railroads have refused to recognize the power of the state commission over demurrage on cars loaded for interstate traffic. It is probable that the question will now be settled by the higher courts.

Hancock County, Ohio, has been granted an agricultural school, by the State Board of Agriculture, to be held at Findlay on January 16 to 20. Four lectures will be given by members of the Board at the session. The annual corn show of the county will be held at the same time.

The Crumbaugh-Kuehn Co., of Toledo, basing its calculations on reports received in response to hundreds of inquiries sent out, estimate that the clover crop will not exceed about 33 per cent of an average. The inquiries covered Ohio, Indiana, Michigan and Missouri. The additional information is secured that in most cases the young clover is dead, which looks bad for next year.

Crops in Union County, Ohio, have suffered badly on account of drought. There has been but two rains this season. Corn crop will be almost a failure, and hay has already gone to \$13 per ton. Garden vegetables were a complete failure.

E. N. Crumbaugh has returned from a vacation covering most of the summer spent with his family in Nova Scotia.

John F. Courcier, of Toledo, will probably be one of three members of the arbitration board to be appointed by the executive committee of the National Hay Association, which recently held its annual convention at Cedar Point. B. W. Dean, of Auburn, N. Y., was elected president, J. Vining Taylor, of Winchester, Ind., secretary, and J. R. Fangle, of Tremont, O., first vice-president.

Isabella McLaughlin Mennel, wife of the well-known miller Alphons Mennel, died recently at her home in Toledo, at the age of 60 years. She had been a resident of that city for 13 years, and held the esteem and respect of a large circle of friends. Her husband, A. Mennel, is president of the Isaac Harter Milling Co., of Fostoria and Toledo. She is survived by the husband and two sons, Louis A. and Mark N., both of whom are prominently identified with the large milling concern.

A group of Toledo grain men will attend the second annual meeting of the Council of North American Grain Exchanges, to be held in New York City on September 12. The local organization will be represented at the meeting by Frank I. King and H. L. Goemann, delegates, and E. L. Camp, F. J. Jaeger and F. C. Paddock, representatives.

John Sherrick has brought suit against the John Mills & Co., brokers, to recover \$1,205, which he claims to have lost in transactions with the concern, between last December and May.

Lack of elevator capacity has proven a handicap to local grain men recently, large numbers of cars being compelled to stand on track because of lack of storage room. Toledo elevator capacity has been materially reduced by the work of fire and wrecking crews during the past few years, and an effort will be made to induce some railway to erect another large elevator, a certain amount of patronage being guaranteed. The need of more room has been keenly felt since the new crop began to pour in, and it is probable that some plan will be evolved soon to meet such an emergency.

Gifford Pinchot has been asked by Secretary John F. Courcier of the Grain Dealers' National Association, to speak at the convention in Chicago, on October 11, on the relation which the grain handling industry bears to the general conservation movement. A large delegation of grain men from this city will attend the meeting and an effort will be made to bring the convention to Toledo in 1911.

Between the dates of July 20 and August 25, the Nickle Plate Railroad alone delivered 515 cars of wheat to the Isaac Harter Milling Co., for use at its Fostoria mills. The Lake Erie & Western was but little behind and the B. & O. also delivered a large amount, giving assurance that the big mills will not be compelled to close down for some time because of lack of wheat supplies.

Publicity Agent Ball, of the St. Louis Merchants' Exchange, was in Toledo recently in an effort to work up sentiment looking toward the organization of a fraternal branch in this city built on lines similar to the Hoo Hoo tribe of lumbermen. Its object is to get grain men together and promote a general feeling of good fellowship and co-operation.

Toledo, September 10.

The telegraph franks enjoyed for so many years by many grain dealers are now "all off," having ceased on August 17 by order of the Commerce Commission.

THE EXCHANGES

Membership in the Minneapolis Chamber of Commerce is limited to 550.

E. F. Richards of J. T. Fahey & Co. has been made a member of the Baltimore Chamber of Commerce corn committee.

A. J. Clark, of Marshalltown, Iowa, was on September 6 suspended for 90 days from the Chicago Board of Trade for "making fictitious" trade.

The Cincinnati Grain Dealers' Association gave their annual outing dinner at Coney Island on Aug. 20. About 200 members and guests were present.

The Milwaukee Chamber of Commerce grain committee has ruled that "purified oats," when so designated, shall be declared to be "purified by sulphur."

Thursday, September 15, being a legal holiday in Illinois under the provisions of the primary election law, the Chicago Board of Trade and the banks will be closed.

The new Baltimore Chamber of Commerce "Inspection Rules" have been published; in force July, 28, 1910. They are not the "Uniform Rules," although they approach quite nearly to them. Copies may be obtained of Sec'y Hessong on application.

The members of the Chicago Board of Trade on August 29, by a vote of 141 to 545 negated the proposition to provide for the erection of a new building by leasing the ground owned by the association for 198 years to a building company.

The millers and grain dealers at Salina, Kan., are considering the organization of a "board of trade" for trading and to erect a 500,000-bushel grain elevator. Fred Shellabarger, Frank Hageman, W. O. Lyter of Salina and G. I. Toevs of Lindsburg have the matter in charge.

Chairman W. N. Eckhart of the "call" committee calls attention to the following ruling: "Resolved, That bids by mail or wire or submitted through agents or brokers after the closing of a regular session and before the opening of the next business day, naming a specific premium over or a discount under an active delivery for grain to arrive, is a violation of the provision of section 32 of rule iv. of this board."

The transfer rate on grain at Minneapolis was on September 1 raised from $\frac{1}{2}$ to $\frac{3}{4}$ c. per bu. The notice was signed by the Delmar Elevator Co., Electric Steel Elevator Co., Exchange Grain Co., Interior Elevator Co., Terminal Elevator Co., Merchants' Elevator Co., Lake Elevator Co., Sterling Elevator Co., Gould Elevator Co., Monarch Elevator Co., Republic Elevator Co., Nye, Jenks & Co., Marfield-Tearse Co., Northwestern Elevator Co., Canton Grain Co., Elevator X of the G. C. Bagley Elevator Co., Pioneer Steel Elevator Co., St. Anthony Elevator Co., Huhn Elevator Co., Concrete Elevator Co., Midway Elevator Co.

BALTIMORE TRAFFIC BUREAU.

A meeting of members of the Baltimore Chamber of Commerce on August 30, to consider the advisability of establishing a traffic bureau to protect the grain interests of that market, resulted in the appointment of Herbert Sheridan, who has been division freight agent of the B. & O. R. R. at Columbus, Ohio.

Mr. Sheridan has spent nearly all of his business life in railroad work, and is in every way fully equipped to carry out the important work for which his bureau has been created. The Traffic Bureau will begin operations about September 20th.

CUSTODIAN RULE AT CHICAGO.

The rule of the Chicago Board of Trade providing for a custodian of cash grain and seeds was adopted on August 25 by a vote of 361 to 70.

The object of the Rule, as explained by Vice-president J. C. F. Merrill, is "to secure the same degree of safety which attaches to loading grain in regular elevators. At present, when grain is sent to private elevators all control of it is relinquished to the buyer, and possession of the property by the buyer before paying for it has resulted in big losses. To overcome this discrepancy is the object of the proposed rule. It is calculated to work without inconvenience to the private elevator men.

"Those who are accustomed to finance their business with their own means will naturally send the custodian's certificates to the custodian for cancellation immediately on paying for the grain, canceling them the same day they are issued, thus keeping the grain in their houses free from outstanding certificates—in effect their business will proceed the same as it does now. Those who borrow will have tangible collateral in the custodian's certificates, official in their nature, behind which will be a sufficient bond.

"The operation of the rule will be to prevent the loading out of the grain before it is paid for and converting to the buyer's use its value before it is paid for. This has been a fruitful source of loss

to the receivers in instances where the grain has been so shipped and the checks given for the grain refused by the banks."

BILL OF LADING COMPLAINT FROM THE EAST

The Transportation Committee of the Philadelphia Commercial Exchange was instructed by the board of directors on August 11 to communicate with all Eastern railroads in Chicago in an effort to have these carriers issue bills of lading dated only when the cars are in actual transit. It is explained that the present system of dating bills of lading at the time cars are loaded on the Belt Line or at the elevator terminals of the various Western railroads in this city has caused monetary loss on grain merchants in Philadelphia and other Eastern cities, by offering the Chicago shipper an opportunity to hold his grain on track, trade with it and finally to forward it on expired contracts. Instances were shown where grain was held in Chicago from one to five days of the period in which it should have been in transit. In the case of a declining market this delay results in heavy losses to Eastern jobbers, not only on account of the extra delay, but from the many cancellations of contracts by their country trade. The committee will endeavor to have the railroads agree not to date bills of lading until the cars are delivered to the roads and are actually in transit.

INDEMNITY TRADING.

The directors have approved an amendment to the rules of the Chicago Board of Trade that embodies the objections to a form of indemnity trading raised by Judge Mack recently for the Nash-Wright case, and the rule was approved by ballot on September 12.

The first of the amendment is that hereafter "indemnities" may be traded in only when the purchaser has an insurable interest in the grain, the seller acting in exactly the same capacity as an insurance company. This was the original intent of "puts and calls," which was lost eventually in the speculative feature of the business.

"Indemnities," now the rule is adopted, means insurance only; and any departure from the methods prescribed by the newly drafted regulations will be punished by six months' suspension for the first violation and by expulsion for the second. The method of discovery of violations will be as easy as discovery of violations of the rules against bucket shopping of trades, which has brought many suspensions and some expulsions in the past. Trades arising from the indemnities will go through the clearing-house as before.

CHANGES IN EXCHANGE MEMBERSHIP.

Chicago.—Sec'y Geo. F. Stone reports the following changes in the membership of the Chicago Board of Trade made in August, 1910: New members—Nathan Merriam, Harold A. Abbott, Wm. C. Renston, Edwin F. Mack, Horace Cook, John J. Rammacher. Transferred—Harold F. Mulhall, Wm. S. Halliburton, Wm. Hood, W. Irving Osborn, Edwin W. Elmore, Est. of J. T. Rawleigh, W. O. Elmore.

Cincinnati.—Supt. C. B. Murray reports the following members of the Cincinnati Chamber of Commerce elected September 6: J. Wm. Rodgers of Kyle & Rodgers, grain, Monroe, Butler Co., Ohio; Paul Van Leunen, of Paul Van Leunen & Co., wholesale grain, 65 Mitchell building; Wm. A. Van Horn, of Van Horn & Bateman, hay and grain, Lawrenceburg, Ind.

Duluth.—Sec'y Chas. F. MacDonald reports the following changes in the membership of the Duluth Board of Trade in August: New members—S. F. Staples and H. H. Dinkam. Withdrawals—W. L. Beaton, J. E. Owen.

Kansas City.—Sec'y E. D. Bigelow reports that the board elected to membership in August, F. J. Lingham, of Lockport, N. Y., in place of Aug. J. Bulte, and F. W. Hoebel in place of Geo. W. Tourtellot, deceased.

Milwaukee.—Sec'y H. A. Plumb reports the following list of members admitted to the Milwaukee Chamber of Commerce during the month of August, 1910, and memberships transferred during that time: Members admitted, August, 1910—David A. Covert, Chicago; Martin Stephenson, Brownsdale, Minn.; H. E. Sorensen, Chippewa Falls, Wis.; Chas. E. Flanley, Sioux City, Ia.; C. E. Mershon, Duluth, Minn.; Geo. D. Weschler, Milwaukee; Kurt R. Froedtert, Milwaukee. Transferred memberships—C. E. Hooper, J. A. Grisdale, M. P. Schmitt.

New Orleans.—Sec'y H. S. Herring reports several elections to membership in the New Orleans Board of Trade, none of them, however, is interested in grain.

Omaha.—Sec'y F. P. Manchester reports the following new members of the Omaha Grain Exchange: Perry C. Smith, C. K. Denman, Arthur McKinley.

Peoria.—Sec'y John R. Lofgren reports the following memberships in the Peoria Board of Trade transferred: C. M. Mahoney, deceased, to M. K. Kendrick, assistant manager of the Corno Mills Co.;

E. W. Hamlin to James F. Parker of Parker & Graff, New York.

San Francisco.—Sec'y T. C. Friedlander reports the following changes in the membership of the Merchants' Exchange during the month of July, 1910: C. B. Sharp of Hammond Milling Co. to succeed Wm. J. Dingee; J. H. Noyes to succeed P. N. Lillenthal, dec'd; Frank J. Symmes, of Cal. Safe Deposit & Trust Co., to succeed E. J. Le Breton, dec'd.

Toledo.—Sec'y Archibald Gassaway reports that Otto Waitzmann, representing the Rosenbaum Bros., Chicago, has been admitted to membership in the Toledo Produce Exchange.

INSPECTION FEES AT PHILADELPHIA.

The grain committee of the Philadelphia Commercial Exchange has been ordered to enquire into the matter of grain inspection at the Keystone elevator, it being alleged that the inspection receipts show a falling off, leading to the belief that a large number of cars arriving at the North Philadelphia yards of the Pennsylvania Railroad destined for the Keystone Elevator have not been subjected to the official inspection.

In explanation it is said that such cars are accepted by the Elevator Company on the Western inspection certificates. This practice is objected to locally, but there seems to be no penalty attached to it and that the only sufferer by the practice is the inspection department of the Exchange, which loses money by failure to collect inspection charges.

The resolution calling for the enquiry is as follows and was presented by W. K. Woolman:

"Whereas, The receipts from the grain inspection department, even with the addition of 10 cents per car, recently added to the charges, have proved insufficient to pay its legitimate expenses, and it having been shown that a large number of cars of grain arriving on track at North Philadelphia for delivery at the Keystone Elevator have not been subject to such inspection charges; therefore

"Resolved, That the subject be referred to the grain committee for investigation and to devise a system by which all grain arriving at that station or on the tracks of the Keystone Elevator shall be subject to the rules and the regular inspection of the grain inspection department and to report back to the board."

VELVET CHAFF RULE AT MINNEAPOLIS.

While the change of the wheat rules in Minnesota, admitting velvet chaff with the "Northern" grades (not higher than No. 2), is defended by such experts as the Howard Wheat and Flour Testing Laboratory of Minneapolis, Prof. Ladd and the Federal government experts at the North Dakota Agricultural College and Prof. Harry Snyder, formerly professor of chemistry at the Minnesota Agricultural College, nevertheless, the change of rule caused an immediate free selling of contract wheat at Minneapolis in the face of firmer outside markets.

The question at once arose, Would the admission of Velvet Chaff to the contract grade by an inspection department act automatically to change the Chamber of Commerce rule that calls for a discount of $\frac{3}{4}$ c. per bushel for Velvet Chaff when tendered on contract? The directors in order to answer the question appointed a committee composed of A. H. Poehler, treasurer of H. Poehler Co., F. B. Wells of F. H. Peavy & Co., and A. C. Loring, president of the Pillsbury Flour Mills Co.; that is to say, a commission merchant, an elevator man, and a miller, who made a report recommending a vote of the Chamber upon a petition that No. 2 Northern be abolished as a contract grade, the signers of which contended that possible application of velvet chaff wheat to contracts under the new inspection rules would lower the integrity of the local cash market and have a tendency to lower the well established local flour grades. The form of the proposition was as follows:

"In all sales of grain and flaxseed for future delivery, the grades shall be No. 1 Northern Wheat No. 3 Corn, No. 3 White Oats and No. 1 Flaxseed, as established by Joint Board of Grain Appeals, or duly constituted authority of the state of Minnesota; provided that on all contracts based on these grades, all higher grades of the same grain may be delivered; such amendment to become effective on and after September 15th, 1910."

By a vote of 264 against and 43 for the proposed new rule, the Chamber decided not to make the local wheat market a strictly No. 1 northern contract delivery market.

The rule will stand as it has been for the last two years, which is that No. 1 northern wheat shall be delivered on contract, but that No. 2 northern wheat may be delivered at a penalty of $\frac{3}{4}$ cents a bushel.

Owing to local high prices, Washington has been buying oats from east of the mountains, but feeders soon abandoned oats for the cheaper barley. Puget Sound points have had also to go to California for hay.

ATTENTION, CORNSTALKS.

The green brigades are fine, are fine,
With their stalks in a tasseled rally,
As they stand on the hill in a stately line,
As they reach to the fertile valley;
The green brigades of the ripening corn,
With the tall corn captains glowing;
The dew on their caps in the glowing morn
And the flutes of the blackbirds blowing.
—Baltimore Evening Sun.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

MIXED WHEAT IN THE SOUTHWEST.

Editor American Elevator and Grain Trade:—It is claimed that the farmers of Oklahoma have lost about three million dollars this season, from the



B. & O. R. R. HAY WAREHOUSE AT MT. CLARE STATION, BALTIMORE.

fact that nearly all the wheat in Oklahoma graded mixed this year. It is claimed that but little pure hard or soft wheat was raised this season in Oklahoma, and that by reason of grading mixed, the wheat was docked heavily. Efforts are being made in Oklahoma to secure pure seed wheat, both hard and soft, for planting this fall.

A large part of the Texas wheat this year has also graded mixed. Our state raises principally Mediterranean variety of soft winter wheat, but some hard wheat is grown in the panhandle and plains counties.

It will be well for dealers, and millers to suggest to the farmers a careful selection of seed wheat, so that mixed wheat grades may be avoided next season. Millers dislike mixed wheat, and it will always be subjected to dockage from the soft wheat basis price.

I feel quite sure that we have plenty of good seed wheat in Texas this year, but it will be well to caution the farmers against planting mixed wheat. All wheat raised from Oklahoma seed wheat that was planted last fall will be apt to grade mixed. A little care in the selection of reliable seed wheat will be money to the farmers when the harvest takes place next summer.

Yours truly, G. J. GIBBS, Secretary.
Fort Worth, Texas.

OATS IN NEW YORK MARKET.

Editor American Elevator and Grain Trade:—L. W. Forbell, of Forbell & Kipp, New York City, reports a very satisfactory business in oats and wheat on the new crop. They believe that with oats selling at a lower level than for several years past there will result an increase in consumption of oats throughout Eastern territory. In view of the large estimated crop, as reported by the Government on September 8, it would seem, they say, as if prices might reach eventually a point where oats in quantity could be exported. Notwithstanding at this date the market is at the lowest point yet reached, exporting houses report that our prices are still nearly four cents out of line.

This does not mean that our market must necessarily decline that much to admit of exports because a concession in ocean freights or the ability of the foreigner to pay more than he is at present bidding might result in business being accomplished without a four-cent decline.

In our markets they believe it is only a question of a short time when foreigners, particularly French markets, will want our wheat. We are already on an export basis, which is widened by the fact that

a number of boat loads have been taken within the past week.

Corn also is on an export basis, as the taking of ocean freight room for something over twenty loads for Hamburg, Antwerp and Rotterdam will show. The future course of prices for wheat and corn is dependable upon the foreign market. While the value of oats for the present is wholly a domestic proposition, stock of oats are very large all over, and the present movement is still at a rate that should show further increases in the visible supply. Until the maximum of the visible has been reached, or an export demand encountered, a material improvement in values is not to be expected.

Yours, J. E. BACON.
New York City.

NEW HAY SCALE AT BALTIMORE.

Editor American Elevator and Grain Trade:—I am mailing you under separate cover two photographs, views of the B. & O. R. R. hay warehouse at Mt. Clare Station, Baltimore, Md. The railroad track scale, shown in one of the photographs, is a new scale, just completed at a cost of \$5,000 to the B. & O. R. R., that replaces one of an older type. This scale was built for the exclusive purpose for

to the hay shed will obviate all such former difficulties as delay in unloading and liability of the scale to be thrown out of adjustment because of the passing and repassing of heavy trains over it.

Yours truly, JAS. H. WARREN,
Baltimore, September 9. Chief Weigher.

TORNADO AT HEATON, N. D.

The American Elevator and Grain Trade:—At 5 p. m. of August 29, a tornado struck Heaton, North Dakota, killing two people and injuring fifteen. About two-thirds of the town was blown to pieces, two elevators, both banks, the church and fifteen dwellings were reduced to kindling. The Lion and Monarch Elevators were reduced to kindling wood. The engine house and roof of the Andrews Grain Co. were torn away and the Farmers' Elevator Co.'s house had the roof and sides of the driveway torn away. It will be several days before the two last named houses will be in shape to take in grain.

Crops are poor in quantity, but the grain is of good quality.

Yours truly, J. A. FRANK.
Heaton, N. D.

OUR WHEAT CONSUMPTION.

The home consumption of wheat per capita in this country, including seed and wheat flour (at four and a half bushels per barrel), has been as follows: 1870, 5.01 bushels; 1880, 5.52 bushels; 1890, 5.49 bushels; 1900, 5.11 bushels. The same is estimated to have been about 6.39 bushels in 1906 and 6.34 bushels in 1908. There has been much fluctuation, and the figures may settle at about six bushels for 1910 or perhaps more. Anyway there has been apparently an increase of about one bushel in our per capita consumption since 1870. We may suppose an equal increase in the equal period of the next forty years, making seven bushels for 1950, though it may be considerably less.

At the rate of 7 bushels per capita a population of 160,000,000 will require 1,120,000,000 bushels of wheat. This amount taken from the production of 1,600,000,000 bushels above estimated for that year, and which is shown to be very conservative, leaves a surplus of 480,000,000 bushels. Some predictions of our future population have placed it much higher than 160,000,000 for 1950, one making it as high as 200,000,000. Supposing this last to be correct, at 7 bushels per capita that population would require 1,400,000,000 bushels, leaving still a surplus of 200,000,000 bushels. Again if we assume that there will be a greater increase in per capita consumption resulting in as much as 8 bushels by 1950, the amount required at home at this rate will be 1,280,000,000 bushels, leaving a surplus of 320,000,000 bushels. Supposing both contentions of the larger increases in population and consumption



NEW RAILROAD TRACK SCALE AT B. & O. HAY WAREHOUSE AT MT. CLARE STATION.

as a "suspension-bearing platform" scale, which means that instead of the load being transmitted to the knife edges by direct thrust, the shock is taken up by two long links by which the scale and load are suspended at each main lever. In the bottom of these links there is a cast steel cross-bar and rocker by which a uniform bearing through the bearing yoke on the knife edges is always assured.

The building and placing of this scale adjacent to the hay shed was done upon the recommendation of the hay and weighing committees of the Baltimore Chamber of Commerce. This new addition

should be true, which is extremely improbable, the demand would just equal the supply.—Prof. M. A. Carleton in Science.

It is probable that the Owatonna Farmers' Elevator and Mercantile Co. will rebuild the elevator destroyed by fire at Owatonna, Minn., recently.

The first cargo of new wheat, 1910, to go out of Fort William was a lot of No. 1 Northern shipped on August 31 by Jas. Richardson & Sons to Owen Sound.

IN THE COURTS

The Bank of Unadilla, Neb., has filed a suit in the county court against the Farmers' Elevator Co.

Sheriff Cornwell closed the J. E. Carlon Elevator at Bridgewater, S. D., the latter part of August. The Carlon elevator at Emery, S. D., closed the same day.

H. G. Epps, of Cherry Point, Ill., filed suit against Cincinnati, Hamilton & Dayton Railroad Co. recently on account of the spoiling of a shipment of corn by delays in transit on that line.

The Franke Grain Co., of Milwaukee, Wis., filed a complaint against the Chicago, Milwaukee & St. Paul Railway Co., alleging excessive rates charged on loads of corn shipped from Milwaukee to Madison.

The Arcola Grain, Coal & Telephone Co., of Arcola, Ill., has filed a bill in the chancery court against the McLemore Grain Co., of Nashville, Tenn., to recover the loss of a car of corn wrecked in transit.

Cora Dindell and A. C. Blackwell, of the firm of Rindell & Co., at Bucyrus, Ohio, have entered suit against H. N. Oberlander of Towando, Pa., to recover a judgment of \$500 due them for grain which was never delivered.

The Ohio Hay & Grain Co., of Findlay, Ohio, seek to recover damages to the amount of \$303.41 from E. E. Stayer of Bryan, Ohio, claiming Stayer's non-fulfillment of an agreement to sell the complainant two carloads of corn.

Henry Lueders, of Marion, Iowa, has bought suit against the Clinton Grain Co., of Clinton, Iowa, now taken over by the Iowa Elevator Co., to recover \$750 which he claims he loaned the company and which has not been returned.

In the district court at Duluth, Minn., a verdict of \$933.05 was returned for the plaintiff in the case of the Standard Grain Co. against the Fidelity & Deposit Co. The purpose of the suit was to recover a policy for alleged defalcation of a servant of the plaintiff.

The Consolidated Elevator Co., of Duluth, Minn., filed a complaint in the district court recently, demanding judgment against the Stewart Transportation Co. for damage done by the latter's steamer November 16, 1909 in the part of the harbor owned by the elevator company.

The Frank Kelley Grain Co., which owns the Monon elevator at Monon, Ind., filed a suit in the circuit court recently against B. A. Pitcher for \$140 on the ground of breach of contract. The defendant is said to have refused to deliver part of the grain which had been specified under the contract.

A bill of complaint has been filed in the chancery court by the Fourth National Bank of Nashville, Tenn., against the Nashville, Chattanooga & St. Louis Railway, asking for judgment of \$1,041, the amount of a shipment of oats delivered by Miller & Co., a grain firm, to the railroad for transportation to Ferguson, S. C.

A suit for the recovery of \$80,000 and to ascertain who is responsible for alleged speculation said to have been made by the manager of a grain company with money belonging to his employers was filed in the United States Circuit Court by the P. P. Williams Grain Co., of St. Louis, Mo., against Edwin Beggs, a grain dealer of Ashland.

NATIONAL COMMITTEE ARBITRATIONS.

The following decision by the Arbitration Committee of the Grain Dealers' National Association is kindly furnished by Secretary Courcier:

Cavers Elevator Company, Omaha, Neb., vs. Iowa Grain & Milling Company, Nashville, Tenn., before the arbitration committee of the Grain Dealers' National Association. C. C. Miles, chairman, E. M. Wasmuth and E. A. Grubbs, members.

The claim of plaintiff is based on a certain contract which reads as follows:

"Omaha, Neb., Dec. 15, 1908. To Iowa Grain & Milling Co., Nashville, Tenn.: We confirm sale to you per wire of 5000 bushels 3 white oats straight at 54½c delivered Nashville, via N. C. & St. L., WEIGHTS OMAHA, GRADE OMAHA, shipment first half January."—(Signed) Cavers Elevator Co.

Telegrams and correspondence show this confirmation to be correct.

On December 28, the defendant telegraphed plaintiff as follows:

"Cancel 5000 bushels oats bought January shipment. Your oats too dirty, wheat mixed, not straight."

Plaintiff declined to cancel and asked defendant for authority to resell the oats for his account. The defendant refused to give any orders to resell the oats, claiming that he was justified in cancelling contract on the grounds that certain two cars oats received by him from plaintiff on a former contract calling for oats of same quality as contract in question had arrived at Nashville and had graded No.

4 white oats at Nashville on account of being dirty and wheat mixed. Defendant expressed his willingness to allow plaintiff to ship the oats according to contract, but stated positively that he would not pay drafts against them until shipments had arrived at Nashville and had been approved by him.

On January 2, plaintiff wired defendant as follows:

"Unless you wire us before 1:15 p. m. today to let the 500 bushels No. 3 white oats sold you come as per contract, we will sell same out for your account and charge you with the difference."

Receiving no reply to this telegram, plaintiff did sell, through Nashville brokers, the 5000 bushels No. 3 white oats at 53¼c delivered Nashville, less ¼c brokerage, making a net price of 53c Nashville, and rendered a bill for the difference between the contract price of 54½c net Nashville, and the net price of 53c, equalling 1½c per bushel, or \$68.75.

Evidence submitted by both plaintiff and defendant is clear on the above stated points.

The committee concludes that inasmuch as no shipment had been made on the contract in question, it is to be presumed that its terms would be complied with by the plaintiff, and that the defendant did not have the right arbitrarily to cancel the contract nor to demand approval of quality at Nashville before paying drafts. The fact that certain two cars shipped on another contract had failed to come up in quality to his expectations was not a valid reason for the cancellation of the contract under consideration. If the quality of the oats received and bought on plaintiff's market terms made him conclude that he did not want any more of them, his proper course was to agree with plaintiff on a basis for cancellation or order the oats sold out for his (the defendant's) account. Failing to do this, the plaintiff was well within his rights when he resold the oats. The contract was made on Omaha weights and grades, and the plaintiff could not reasonably be expected to consent to any change of terms. He therefore is entitled to the amount of loss by reason of resale, amounting to \$68.75.

The defendant files a counter-claim based on a certain contract made Dec. 12, 1908, wherein plaintiff sold to defendant 5,000 bushels oats at 54½c delivered Nashville for five days' shipment. Telegrams of both plaintiff and defendant show that the contract was for 5,000 bushels straight No. 3 white oats, OMAHA TERMS. Plaintiff's confirmation reads, "No. 3 white oats free from mixture," defendant's confirmation reads, "Straight No. 3 white oats." It is evident that the contract was for STRAIGHT No. 3 white oats. The word "straight" might be construed to have more than one meaning. The arbitrators decide that this means the regular run of No. 3 white oats as they arrive (in this case) at Omaha, and that no mixture could be added that would impair their quality.

To fill this contract the plaintiff shipped on Dec. 15, cars No. 18015 and No. 33631, containing 2,500 bushels, and on Dec. 16, cars 31675 and No. 30090, containing 2,500 bushels. The two cars last mentioned graded No. 3 white at Nashville and were received by the defendant without objection. Cars No. 18015 and No. 33631 were inspected No. 4 white at Nashville "on account of being trashy and mixed with other grain." The defendant claimed a difference in value of 1½c per bushel amounting to \$37.50, which plaintiff did not pay. The contract shows that the oats were sold on OMAHA GRADE. The plaintiff makes direct statement that the oats were straight country-run. He submits Omaha official certificates showing that cars in controversy graded No. 3 white at Omaha. The defendant does not furnish any evidence as to the quantity of foreign grain, nor does he submit any samples that prove the character of the grain received. He did not bring up the question of quality with the defendant in a way that gave the defendant any chance to ask for an investigation, and he did not in a specific way show wherein the oats received were not according to contract.

The arbitrators do not regard the word "straight," nor the term "free from mixture," as meaning that the oats must be ABSOLUTELY free from foreign grain, nor do they believe that "straight Omaha No. 3 white oats" might not inspect No. 4 white at Nashville. There is a material difference in the grading rules at Omaha and Nashville, and as this contract was based on Omaha rules, it is decided that the counter-claim of the defendant for a difference of \$37.50 is not a valid one, and cannot be allowed.

Judgment for the amount of \$68.75 is rendered in favor of plaintiff, costs of arbitration to be paid by the defendant.

Toledo, Ohio, August 15, 1910.

Ely Bernays, New York, N. Y., plaintiff, vs. The Franke Grain Co., Milwaukee, Wis., defendant.—Chas. C. Miles, E. M. Wasmuth and E. A. Grubbs, committee.

The contracts in which plaintiff bases his claim are covered by confirmation, which read as follows:

"New York City, Oct. 25, 1909. Sold to Ely Bernays, New York, N. Y., for account of Franke

Grain Co., Milwaukee, Wis., ten thousand (10,000) bus. No. 2 durum wheat, Milwaukee official weights, to be equal to sample on arrival, at 93½c. per bushel, C. I. F. New York, for export, shipment immediate; bill New York; graded for export, via N. Y. C. H. delivery; payment by seller's demand draft on buyers, with documents attached as customary. Western official weights final. If contract not correct and accepted, advise immediately. Should any differences arise, same to be settled by the rules of New York Produce Exchange, unless otherwise agreed.

(Signed) "L. A. MOREY CO.,
"A. F. Sherrien, Sec'y."

Another, dated October 26th, for 5,000 bushels, same price and terms.

Another, dated October 26th, for 5,000 bushels, at 93¼c., same terms.

No evidence is presented to show that defendant on receipt of the several confirmations objected to any of their specifications. It is accordingly concluded that the confirmations recite the contracts correctly.

The contracts appear to have in every way been complied with, excepting in one important feature—the question of quality. It is evident that the defendant sold to plaintiff Milwaukee No. 2 durum wheat, to be equal on arrival to a certain sample which he had placed in the hands of his New York brokers to represent the quality of the Milwaukee No. 2 durum which was being offered by him.

To fill the contracts in question, twenty-one cars were shipped. Defendant shows by Milwaukee official certificates that fifteen of these cars inspected No. 2 durum with dockage one to two pounds, and no certificates are in evidence of the remaining six cars.

It appears that of these shipments, the first car arrived in New York, November 4th, car No. 32055. On November 5th, plaintiff wrote defendant as follows:

"Yesterday car No. 32055 was reported as arrived and official sample handed me by inspector. The sample compared very unfavorably with the purchasing sample, the wheat being full of dirt and seeds and cockle and oats, and its weight between 2½ and 3 pounds lighter than the sample on which I bought. I gave Mr. Morey part of the sample and after he had compared it with the sample that had been sealed he came to the same conclusion as I. I have stored this wheat, *identity preserved*, pending settlement later on when more cars will have arrived."

Under date of November 6th, defendant wrote to plaintiff as follows:

"We sold you this wheat as No. 2 durum, Milwaukee terms, sample showing the way the wheat runs. Of course, if wheat is not up to sample on arrival, we stand back of it. This is your understanding and ours, and this straightens up everything."

On November 8th, plaintiff wrote defendant, reporting arrival up to date of six cars, all of which were below seller's sample in quality. On November 10th, plaintiff wrote defendant as follows:

"With your wheat, which is gradually arriving, I am proceeding on the lines which have been thoroughly mapped out with Mr. Morey your representative; and whilst I can assure you that there is not the slightest desire on my part to do you wrong, your interests at the same time are most carefully watched by your representative. Nothing is being done and no step taken in the matter of which he has not the fullest and completest knowledge."

According to custom on New York Produce Exchange, the original selling sample was at time of sale placed under seal and put into the custody of the International Elevating Co. On November 11th, the grain committee compared quality of eight cars arrived with selling sample and decided that a discount of 1½c. per bushel was proper and rendered a written decision to that effect. Plaintiff's method of procedure on the aforesaid eight cars appears to have had the sanction of defendant who had evidently authorized his brokers, The L. A. Morey Co., to represent him in the adjustment.

Later thirteen cars, covering balance of shipments, arrived and all were claimed by plaintiff to be of quality inferior to sample on which the contracts were based.

The same line of procedure was followed by plaintiff as in the case of eight cars referred to, but the brokers, The L. A. Morey Co., declined to act for defendant as in the preceding case, on the grounds that they had been instructed by defendant not to appear before the committee in his behalf. Thereupon the plaintiff proceeded on his own initiative to have the grain committee of the New York Produce Exchange compare the sealed original sample with the average samples drawn from thirteen cars, which they did, and rendered on November 30th a written decision to the effect that 2½c. per bushel was a proper discount. Documentary evidence is submitted in accordance with the foregoing statement of facts.

It is a well established custom, and also a trade rule, that grain sold by sample must be fully up to sample. It is, therefore, quite clear that this seller (the defendant) was in duty bound to ship grain

equal on arrival to sample, or failing to do so, to protect this buyer (the plaintiff) from loss by reason of insufficient quality. It is apparent also that differences arising on the contracts in question were to be adjusted according to the rules of the New York Produce Exchange. The contention of the defendant, that the grain was sold *Milwaukee terms final* and that quality was to be *approximately like sample*, is not borne out by the evidence and is in fact controverted by the plain conditions shown in confirmation and in defendant's correspondence—"No. 2 durum wheat, to be equal to sample on arrival."

It was the duty (at least the privilege) of defendant to take part in the adjustment of differences, and he had a right to be advised promptly from time to time if shipments were arriving not of suitable quality for contract, and he could have negotiated with plaintiff for an adjustment; but he (the defendant) *could not demand* a settlement on any but the rules of the New York Produce Exchange. It has been shown that difference on part of the contract was decided (with sanction of defendant) by the grain committee, and difference on the remaining part of contract by the same committee without approval of defendant.

From the evidence it is concluded that the plaintiff did not overstep his rights when he consulted with defendant's brokers and took the necessary action to adjust the differences in accordance with the rules of his Exchange in such matters; nor did he exceed his rights when he proceeded on his own motion (after failing to get the co-operation of defendant) on certain part of the shipments in question.

It is decided that the awards of the grain committee of the New York Produce Exchange to wit—On certain 8 cars containing 7,238 bu., 30 lbs. at 1½c. per bushel, \$90.48. And certain 13 cars containing 12,830 bu., 10 lbs. at 2½c. per bushel, \$320.75, should stand as final. The plaintiff's claim for overcharge in freight on car No. 32055, amounting to \$16.90, is not supported by evidence, and cannot be considered.

The plaintiff's further claim for "Fee to Complaint Committee" is not, in the opinion of this committee, a legitimate charge against defendant.

Finally, Verdict is hereby rendered for the plaintiff and judgment in his favor for the following:
Award on 7,238 bu., 30 lbs. at 1½c. \$ 90.48
Award on 12,830 bu., 10 lbs. at 2½c. 320.75
Interest November 30th to February 10th, at 6 per cent 4.74

\$415.97

Four hundred fifteen and 97/100 dollars. Costs of arbitration to be paid by defendant.
September 7, 1910.

ILLINOIS ASSOCIATION MATTERS.

The board of arbiters of the Illinois Grain Dealers' Association held a session at the St. Nicholas Hotel, Decatur, on August 30. The members of the board are: H. A. Rumsey, of Rumsey & Co., Chicago, chairman; R. J. Railsback of Hopedale, and E. C. Taylor, Kankakee, who was appointed for the session to fill the vacancy on the board caused by the decease of the late N. A. Mansfield of Niantic. S. W. Strong, secretary of the Association, was also in attendance. There was a number of cases presented to the board for consideration, all of which were disposed of during the session. The awards of the board will be promulgated as soon as they can be written up.

Among those in attendance from outside the state were Edward Evans of the Evans Milling Co., and Bert A. Boyd, both of Indianapolis.

After the business of the board was disposed of, Treasurer H. I. Baldwin took Mr. Rumsey and Mr. Strong in the afternoon to the Country Club, where golf was in order. Returning to Decatur about six o'clock Mrs. Baldwin joined the party who went to Blue Mound, twenty-two miles by auto, to a chicken fry. Grain dealers who visit Decatur always find themselves deeply indebted to Mr. and Mrs. Baldwin for their pleasant and generous hospitality during their stay.

The office of the Secretary will be removed to Urbana, Ill., on September 15. Mr. Strong locates at Urbana for the purpose of educating his children at the University of Illinois. The change, however, will be advantageous to the members of the Association, inasmuch as Urbana is nearer the central part of the state and there is better railroad facilities from that city to all parts of the state than at Pontiac.

Secretary Strong reports the following new members of the Illinois Association: Baker & Traxler, 717-719 Postal Building, Chicago; Lipsey & Co., 711 Postal Building, Chicago; Nash-Wright Grain Co., 717-719 Postal Building, Chicago, and Suffern, Hunt & Co., Decatur, Ill.

Duluth's wheat receipts for the crop year 1909 were about 95,000,000, or ten millions in excess of 1908.

BARLEY and MALT

The first barley marketed at Kamsack, Sask., this year was of a very good quality.

The report from San Joaquin county, Cal., says that there is a splendid barley crop. It is running from 30 to 35 sacks per acre.

Iowa reports a splendid crop of barley. It is not only heavy and plump but the color is perfect. The highest yield is 45 bushels per acre.

The present barley crop is the largest in the history of the State of California, according to the statistics gathered by the California Development Board.

The Red Wing Malting Co. have made arrangements to build an elevator at Belle Chester, Minn., and are planning to sell their house at White Willow, Minn.

INFLUENCE OF STORAGE AND DRYING ON BARLEY.

The extensive researches of Windisch and Bischkopff show that the water content of 1902 barley was reduced by storage and drying from an average of 13.9 per cent to 9.5 per cent, whereas the undried samples contained for the most part 10 to 14 per cent. A similar behavior was observed in the case of 1903 barley, in which the original water content was rather higher, owing to the unfavorable weather during the gathering season. Drying improved the germinative energy and capacity of the 1902 barleys by 25 to 30 per cent, slow drying in the air being more beneficial than quick drying at heightened temperature. The proteolytic activity of the barleys from the two years in question differed considerably, and was in general considerably improved by drying, though samples from the 1903 exhibition largely showed a diminution in liquefactive power. The modification capacity of the barley substance does not appear to be appreciably affected by storage and drying, the total specific gravity of the aqueous extracts remaining practically unchanged, though the relative modification of the various constituents may have altered. On the other hand the acidity of the aqueous extracts is considerably reduced.

In the majority of instances the soluble nitrogen in the 1902 barleys was found to have diminished, though the converse was observed in 23 per cent of the sample, whilst it had increased in at least half of the 1903 samples. This points clearly to the occurrence of condensation phenomena in the corns during ripening, storage and drying, though probably accompanied by reversion processes until a certain equilibrium is established. The extent of the various reactions is largely dependent on the weather, topographical position, soil and variety, so that barleys of different composition may be produced, according to the weather prevailing in the various districts. The uniform weather in 1902 may probably account for the regularity of the results observed, the converse being the case in 1903.—The Brewer, London.

THE BARLEY CROP.

E. P. Bacon & Co., summing up the 500 reports on the barley crop sent in response to their inquiries say in substance that Wisconsin reports indicate a smaller production than last year; quality varies considerably, but on the whole compares favorably with last crop. The berry is mostly fair weight and sound, but a large percentage is light weight and only a small proportion plump, due to dry weather, especially in the north central barley districts of the State. Color is good, there being but few reports of discoloration. Acreage estimates indicate a decrease of about 7 per cent.

Minnesota reports are from the southern and western barley growing sections of the State, and indicate a smaller production than last crop, due to decrease in acreage. Quality is generally good, the berry being fair weight and plump, also sound, and only a small percentage light weight, due to drouth. Color is good, the larger percentage being free from discoloration and the remainder apparently only partially damaged in that respect. The average indicates a decrease of 10 per cent.

Iowa reports indicate material increase in production as compared with last year on account of greater yield, which is the largest since the crop of 1906. Quality is above the average, the larger percentage being choice. The berry is generally plump and sound with a fair percentage of good weight, and only a small part light weight. Color is much better than usual, the larger part being free from discoloration, and the remainder only partially damaged in that respect. Acreage estimates average about 14 per cent decrease.

South Dakota reports are mainly from the southeastern part of the State and indicate considerable decrease in production as compared with last year, due to smaller acreage and lighter yield. Quality is uneven, much being only fair weight or light weight, but a large part plump berry and is generally sound. Color is fair, about one-half being

free from discoloration and the remainder only partially damaged in that respect. Acreage estimates show about 12 per cent decrease and yield four bushels less than last crop and seven bushels less than the crop of 1908.

"The low prices of oats and corn are somewhat against barley values," say Somer Jones. "There will be little oats mixing demand for barley, and the quality being mostly good to choice malting, will make a larger proportion of the crop than usually available for malting purposes. We advise strongly to look out for small berried, thin or dirty barley, as it costs too much to clean it with present low price of screenings. Such barley is sure to be heavily discounted by buyers when the rush movement is on, and a 5 to 10c decline for all but choice qualities seems likely in the near future."

CAUSE OF THE BARLEY SHORTAGE.

Commenting on the showing for barley in the August Crop Report, and other reports, all of which indicates a shortage on this year's crop, W. H. Prinz in the American Brewers' Review, September 1, says:

"Why all this shortage? Last winter we had plenty of snow and the ground was not frozen, so when it thawed out the water from the snow went into the ground. There was plenty of moisture; so for the thin stand of barley nothing else is responsible than the low germinating power of the seed barley. Had the farmers used more seed, this would not have happened.

"Then came weeks of dry, hot weather in March and the forepart of April. Then cold weather; so the barley got checked by the cold weather. Then came the long, dry spell which accounts for much barley of the shoe-peg variety. It was just the kind of weather that barley did not want.

"Still we shall have more real malting barley than last season, where much barley was malted that was only feed barley but which by running the cleaning machinery overtime was put in some shape to malt. The start was not good; but as barley likes dry weather better than moist, and as the summer was very dry, we have some good malting barley, but not, as some experts say, the best in years. They will know better when we start malting.

"This year the farmers again cut their barley before it was fully ripe, in order to keep its color bright. In other years there was some excuse for this, as the straw was light at the ground and much barley was lost, but this year the straw was strong at the ground, and there could be no loss. There is very little done to enlighten the farmer on this subject; so he looks out for himself, and the maltster and the brewer are the losers, as the shrinkage will be great and the malt not so good as this fine looking barley should make. The failure of the North Dakota crop, and to some extent the South Dakota, is due to not practicing dry farming; the farmers that did, have good crops even in those states."

TEXAS ASSOCIATION NEWS.

Sec'y Gibbs of the Texas Association furnishes the following memoranda relating to that association and its members:

G. B. R. Smith Milling Company, Sherman; The People's Oil & Cotton Company, Wharton, and the Rosenberg Mill & Elevator Co., Rosenberg, have been elected to membership, and J. H. Niendorf & Co., Dallas, have retired from the grain business.

P. M. Sleeper of Waxahachie has been elected a member of the arbitration committee to take the place of D. M. King, formerly at Brownwood, who, having accepted the management of the Higgins Mill & Elevator Company at Higgins, Texas, has resigned as a member of the committee on account of the great distance from Fort Worth.

The arbitration committee will hold its next session early in September, and interested parties will be duly notified when the meeting date is fixed. The Secretary says that but few claims have been filed since the annual meeting, and this indicates that the members are not having much trouble with their deals.

The run of oats from Iowa, which generally does not start until about September 1, began this year about August 2. The big run of oats the previous two weeks had been largely from Illinois, during which time Chicago received 14,000,000 bu., the largest at that date in its history.

Perhaps the worst enemy of wheat, according to Professor Demaree of the Missouri Agricultural Experiment Station, is the Hessian fly. Although troublesome, it can be controlled by the use of fly traps. There are two broods—a spring and a fall. Only the fall brood is migratory, and is the one to be trapped. This is the method Professor Demaree recommends: Sow a strip of wheat in the field rather early—from August 1 to 15. The flies will deposit their eggs in this; then at the regular sowing time this strip can be plowed under and rolled down well and the wheat sown again.

HAY AND STRAW

The farmers report an enormous hay crop in New Brunswick this season.

Plans are being made for the erection of an alfalfa meal mill at Biggs, Cal.

Fred Andrews has commenced the erection of an alfalfa meal mill at Echo, Ore.

The Government is in the market for 10,000 tons of hay to go to the Philippines.

The Southern Pacific Milling Co., of San Francisco, Cal., will erect an alfalfa mill at Marysville, Cal.

From the region around Miles City, Dillon, and Lewistown, Mont., comes the report that hay is unusually abundant this season.

Somers & Co., of San Francisco, Cal., states that hay is so abundant in that region that the railroads are almost unable to handle it.

The first of the timothy hay began to arrive on the eastern Indiana markets on August 17. It was good quality and sold for \$14 a ton.

The Canadian Northwest will probably have to buy hay next winter, as many pastures in Manitoba and Saskatchewan were partially burned up.

The farmers in the vicinity of Barnesville, Minn., are receiving good prices for their hay, which is of a higher quality than it has been for years.

A Chenango County, N. Y., farmer writes the Country Gentleman that the hay crop of that county is probably 25 to 40 per cent greater than last season.

The hay crop in the vicinity of Towanda, Pa., is unusually large this season, according to the report of F. R. Stevens, agriculturist of the Lehigh Valley Railroad.

The Anadarko Alfalfa Milling Co., of Anadarko, Okla., has been incorporated with a capital stock of \$25,000 by T. F. Woodward, B. D. Hite and L. E. McKnight.

Reports from Amelia, Va., have it that on some farms in that vicinity alfalfa has been cut four times already this season and probably will yield another cutting.

A straw-board plant is to be opened at Hutchinson, Kan., to enable the farmers to dispose of their straw. A large plant will probably be erected here by the Western Straw Products Co.

F. J. Decker, of the Salt Lake Alfalfa Meal Co., is seeking to enlist capital to establish an alfalfa meal mill at San Bernardino, Cal. The plant is to be located near Harlem Springs, Cal.

If a reasonable tonnage of alfalfa can be assured in the region of Portersville, Cal., A. G. Meier, formerly connected with a stock food company in Minneapolis, will build an alfalfa mill at that point.

Ten tons of hay, composed of timothy and clover, were obtained from one and three-fourths acres of ground by C. A. Robinson, at Kirksville, Mo. This is said to be the biggest yield on record in Missouri.

The hay crop in Upper Michigan this season is so short that alfalfa is being imported from Kansas to supply the demand for fodder. The cost is \$25 a ton with \$7 for freight. Hay also is selling for \$25 a ton.

Wm. R. Burch, of the Alfalfa Meal Mills of San Francisco, Cal., has announced to the people of Yuba City, Cal., that he proposes to erect an alfalfa mill there which will have a capacity for grinding 30 to 50 tons a day.

The New Orleans Board of Trade has asked the Commerce Commission for the restoration of the hay rate in advance prior to February 20 in C. F. A. territory, including Illinois, Indiana, Michigan and Ohio. The new rate is said to have withdrawn hay from the New Orleans market.

The Hay and Grain Board of Trade of St. Paul, Minn., on August 22 elected the following officers: F. J. Brings was chosen president; Theodore Wolff, vice president, and J. A. Tierney, secretary. The board of directors is composed of F. J. Brings, C. R. Rank, P. H. Tierney, J. H. Dalenty, W. H. Jones, Guy Carlson and Theodore Wolff.

F. C. McGowan, of Deary, manager of the North Idaho Grain Co., reports that timothy hay is bringing \$18 to \$20 a ton in the field, an unprecedented price at this season of the year. The timothy crop along the Palouse River bottoms is shorter this year than for many seasons, although in some localities good timothy is to be found.

The crop of hay in Quebec province is a big one, and the greater portion has been harvested in good condition, says a trade bulletin. A few fields, of course, were stained, which is the case every year. New hay in some instances was pressed for export as early as the first week in August, which is thought to be risky, especially if it be damp in the slightest degree. In fact, cases are reported where this season's hay was pressed in the field before it had been allowed to properly dry or ma-

ture in the stack or barn. There is very little choice old hay on the market, as farmers have sold it up closer than for several years past, and this probably is why farmers are pressing their new hay earlier than usual.

Colorado ships a large amount of fine alfalfa hay into the Cotton States for feeding work animals, and imports about 10,000 carloads of hay, chiefly native, from neighboring States. It is worth noting that Colorado horse owners do not regard alfalfa hay as a desirable feed, no class of work animals being fed so largely upon it as is the case in the South, where it is purchased at a much higher price than it brings at home.

Pittsburg Grain and Hay Reporter of 9th says: "We can report a very firm market for No. 1, also good No. 2 timothy and No. 1 light mixed hay, as the receipts of these grades are light and prices are advanced. There is also a better tone to the market on the lower grades; there is no accumulation, and all arrivals are being placed at satisfactory prices. The dairymen are now buying clover and heavy clover mixed hay, and the receipts of these grades are hardly ample for the demand and prices are firm."

Between heavy Government purchases on the Coast for the army in Alaska and the Philippines and bad weather, the supply of old hay in the Pacific Northwest is largely depleted, and by the middle of August the price for timothy in Coast cities had passed \$18 a ton and was steadily advancing. Stock men in that section fear they will have to pay as much as \$30 a ton for forage next winter, and that they will be unable to get timothy and clover at any price. A fair crop of wheat hay, however, has been cut and stacked.

Reports from all parts of that State show a shortage of hay; and the Minnesota Experiment Station again warns the farmers to husband well their straw. It will be needed in the towns, as well as on the farms. There has seldom been a year when straw—and especially oat straw—has been so greatly needed for feed as it will be during the coming winter. Farmers will be tempted by large apparent profits to sell all the hay they can possibly spare. Hence they will find a great advantage in feeding their straw, as far as possible, as a substitute for hay on the farm. The weather has been favorable for stacking grain, and the straw ought to be fresh and bright. When the grain is threshed, a little care will preserve the straw in good condition for fodder.

Nothing is more fundamental to New England's agricultural welfare than the hay crop, and rarely has the yield of the present been exceeded in either quality or quantity, says the Boston Transcript. The barns are running over and in some places there is the rather unusual spectacle of the hay-stack made necessary by the unexpected surplus. The great dependence of the New England farmer is his forage crops, and these are mainly confined to hay and oats; and although the silo is being more and more brought into service as an adjunct to the great New England dairying interest, hay prices are not likely to materially fall, in spite of the abundance. The equation is too broad a one and the factors too numerous to be affected by a comparative plethora in this small corner of the country.

THE CAUSE OF DERMATITIS.

The predaceous mite living in many straw mattresses has been investigated in the Bureau of Entomology by F. M. Webster, who finds that the insect is the microscopic *Pediculoides ventricosus*, and it is parasitic on a grain moth that is widely distributed over the world. It has been known in this country since 1882, when it was described from Illinois and was believed to be beneficial, in that it attacked and destroyed the grain moth and its larvæ.

The beneficent attitude of the mite has, however, changed during these later years, for it is now known that it attacks man. In Philadelphia since 1896 there has been more or less of the ailment, which, breaking out again in the spring of 1909, was the cause of the investigation by Schamberg and Goldberger. In looking into the cause of the later outbreak, which was largely among sailors on the Delaware, the investigators found that in all cases new mattresses were related to the individual cases. Households were also found in the city with similar outbreaks and the same cause. The mite was found. Goldberger exposed himself to the straw and was bitten, as was also a volunteer. Baltimore reported a similar outbreak, and farmers in northern Maryland, in running their wheat through the fanning mill were also attacked. Most of the straw for the beds had come from New Jersey, and it was learned the moth had been unusually abundant the season before. It was straw of this year that had caused the Philadelphia outbreak.

Starvation would be the fate of the mites after a short while unless sustained by some accidental food supply, like the use of the mattress by humans. No difficulty would ensue after a short time of storage of the mattress. Similar skin troubles have been reported from Western states in the har-

vesting or shipment of straw; in Ohio, potters using straw for packing were obliged to abandon it, while farmers everywhere have been troubled with an obscure dermatitis that has puzzled the physicians.

NEW YORK HAY ASSOCIATION.

The fifth annual convention of the New York State Hay Dealers' Association was held in Syracuse as this paper went to press with the August number. It was a very successful meeting.

The officers elected for 1910-11 were as follows: President, D. S. Wright, Weedsport; vice-president, Grant Cole of Ithaca; secretary, Willis Bullock of Canajoharie; treasurer, Cyrus Kinne of Ovid; four directors, H. S. Winslow of Fall River, H. Hamilton of Boston, E. W. Bertholf of Jersey City and E. G. Porter of Caywood.

The papers of the meeting were on "The Breeding of Timothy," by Acting Director Dr. H. J. Webber of the New York State College of Agriculture; "Closer Affiliation Between Receiver and Shipper," by E. A. Dillenbeck of New York; "Possibilities of Our Association," B. A. Dean of Auburn, and "Success in the Hay Business," by H. Hamilton of Boston.

The annual banquet was served at the Yates. Egil Steen of Baltimore was toastmaster, and the responses were as follows: By Leonard Gibson of New York, "Airships;" H. S. Winslow of Fall River, Mass., "Cape Cod Cranberries;" E. W. Bertholf of Jersey City, "Mosquitoes;" F. A. Decker of Providence, R. I., "Small Things;" Secretary C. A. Coleman of Savannah, "Two Dollars;" President D. S. Wright of Weedsport, "Weeds;" John O'Hara of Moravia, "Gasoline."

SHORT WEIGHT HAY.

The New York state superintendent of weights and measures has been making some discoveries that have resulted in directions to his inspectors and to the city and county sealers throughout that state, to be on the watch for frauds on the part of those selling hay short in weight. In response to letters sent him, Superintendent Fritz Reichmann made an investigation at Troy which leads him to believe the short weights for hay have been the common thing.

Dealers and others who purchase hay in large quantities are often cheated out of a matter of twenty to thirty pounds on a single bale of pressed hay, according to the head of the state bureau, says the Troy Press.

As more hay is brought to market about this period that at most other times in the course of the year, Superintendent Reichmann believes the consumer will be particularly benefited if the inspectors get busy at once. He has accordingly issued circular letters with instructions as to precautions to be followed in the testing of the hay scales. The law has a provision regarding the sale of hay and straw by weight which is interesting to note just at this time. This law reads as follows:

"A person who sells or offers for sale baled hay or straw containing more than twenty pounds of wood to the bale, the weight of which is less than 200 pounds, or a person who sells or offers for sale any bale of hay or straw upon which the correct gross weight is not plainly marked, or which weighs more than five pounds less than the gross weight marked thereupon, is guilty of a misdemeanor."

The dispute between the National Hay Association and the railways operating in Tennessee over alleged exorbitant shipping rates will be settled by arbitration. This decision was reached at a conference between the railway officials and the executive committee of the Hay Association on a complaint registered some time ago by the Memphis Board of Trade. The arbiters will be composed of railway men and hay dealers, to be appointed by the Association.

SOUTH AFRICAN CORN CROP.

Consul Edwin S. Cunningham of Durban has compiled from the official paper of the provincial government the maize or corn crop returns for the current season:

There were planted approximately 165,000 acres, as compared with 160,000 last year. The season's crop will be about 2,303,572 bushels, as compared with 2,857,143 bushels last year. These statistics cover only that part of the maize crop grown by Europeans and does not include acreage nor quantity of maize produced by the natives and Indians. It is difficult to form any accurate conception of the crop produced by these people, but heretofore it has been found after the harvest that their combined crop yield is slightly under that of the European.

It is disappointing to find that the condition of the crop does not indicate an increased production this year, as last year's yield was not up to the preceding year, and it was confidently hoped that this year would see an increase in the production. The promised average yield for the present year is not quite 15 bushels per acre.

FIELD SEEDS

Colorado annually buys about \$240,000 worth of field seeds from other States.

In case of need, the North Dakota law enabling counties to supply farmers with seed grain can be invoked.

There seems to be plenty of good seed wheat in North Dakota, but seed oats and barley are not so plentiful.

The Good Seed Institute of Minnesota has been urging farmers to stack all small grain before thrashing.

The warehouse of the Grossman Seed Co., Petersburg, Va., was damaged by fire on August 18; loss, \$1,000; insured.

The warehouse of the Griswold Seed Co., Lincoln, Nebr., was burned on August 16, with a loss of \$30,000; supposed cause of the fire, lightning. The plant will be rebuilt immediately.

Minneapolis on August 11 received three cars of new flax seed, being the earliest arrivals in the history of the trade of that city. Two cars were shipped from Cresco, Iowa, and both graded No. 1.

Prices of timothy seed are the highest on record for the present crop. September delivery, Chicago, on 3d closed at \$8.75, compared with \$7 a week previous, and \$3.60 the same period last year. The strength is due to the dry season.

The first new crop of timothy seed appeared on sale at Chicago on August 12. It was a small lot, very nice, bright, but hulled and slightly impure. It sold at \$5.75 per 100 lbs. Last year the first new came in on August 19 and sold at \$3.40.

The British Consul at Darien reports that, with the object of putting the soya bean trade on a sound basis, the Mitsui Bussan Kwaisha, the Okura Gumi and other important Japanese firms are stated to be considering the feasibility of establishing a bean exchange at that port.

A rye likely to be popular is N. D. A. C. No. 959, a variety developed at the Agricultural College. It is said to be the hardiest known; and grown side by side with common rye it has been found that the 959 will go through the winter with practically no winter killing where the other would not make half a stand.

Felix Currin, a farmer living near Cottage Grove, Ore., recently exhibited locally 27 varieties of wheat experimented with by him. The most interesting thing in this connection, perhaps, is the statement that Mr. Currin's Mediterranean wheat has been growing continuously on the same plot of the farm since 1853, and gave a heavy yield this season.

A farmer near Algona, Ia., recently found a head of oats in his "patch" that carried 195 perfect oats. Then a neighbor in Kossuth county went into his field, says a correspondent of the Des Moines Capital, "and pulled one stalk that had 214 double grains, making a total of 428; and this was from one oat seed. The head of the straw was a little over fifteen inches long."

The Kansas Experiment Station at Hayes has on hand at this time several thousand bushels of high-bred Kharkof wheat, which will be sold to farmers in 50-bu. (maximum) lots at \$1.60 to \$1.75 per bu., according to size of the order; to millers and dealers by the carload for redistribution only to farmers at \$1.40; and to farmers living outside the state at \$2. all prices f. o. b. Hayes.

The planters near Hardinger, Texas, will this fall put 4,000 acres under the California pink beans, the demand for which is said to be much greater than the available supply and there is no danger of over-production. The important thing in regard to this crop is that it is grown and the vines are off the land within ninety days after the seeds are planted. This gives ample time for growing one or two other crops upon the same land.

J. A. McGean, president of the American Linseed Co., while on a visit to Minneapolis from New York on August 13, took such an alarming view of the flax situation that he refused to say anything at all. W. B. Hardcastle, the manager of the company, said: "The shortage of flax would not have been nearly so severe had the farmers taken more trouble with the flax plant and cultivated it more scientifically. A farmer grows flax on newly broken ground. At present only the poorest class of farmers cultivate it. Good farmers do not think flax is worth while and therefore the supply is gradually diminishing."

The Amzi Godden Seed Co., Birmingham, Ala., has increased capital stock to \$100,000. The business was established in 1857 and was incorporated in 1896 with capital stock of \$15,000, increased in 1901 to \$40,000. The officers of the company are J. H. White, president; G. B. McVay, vice-president and general manager; J. B. Dolsen, secretary and treasurer. The retail department is located at 2018½ First Avenue, while the wholesale house building, the property of the company, is on the

northeast corner of Avenue A and Twenty-third Street. It contains two stories and a basement, and has more than \$40,000 square feet of the floor space.

OATS EXHIBITION IN IOWA.

The Iowa Oats Exhibition will be held at Des Moines during the Corn Show, on December 5-17, under the management of Prof. M. L. Bowman. Among other new prizes will be several, valued at \$1,000 all told, given by the Quaker Oats Co., in the form of silver souvenirs. As according to all reports oats in Iowa are this year of exceptional quality. Prof. Bowman feels safe in predicting that the total exhibit will be the finest ever seen in the Mississippi Valley.

CANADIAN BEANS.

The Canadian bean market, from a state of inactivity in July and early August, has been awakened to considerable activity. The American demand early in August cleared the market of good old beans, at \$1.85 f. o. b. hand picked, while rains in the Quebec district have made the crop of new beans very late—about September 25 being looked upon as the earliest ripenings. The acreage there is about the same as last year, but the crop will be light on clay lands. Contracts for October delivery, says the Trade Bulletin, are making at \$1.75.

CLOVER SEED.

Toledo, the great American clover seed market, has been having a hot time with seed thus far. The crop seems to be short and during the week ending September 3 the price advanced about a dollar a bag, and on the 8th was still higher, closing at \$10.15 October.

According to reports to Toledo houses Illinois has the best seed prospect, but we do not generally make much seed in this state. Ohio, a large producer of seed, reports only a light yield but of good quality. Indiana also sends in bad reports; but Michigan, like Illinois, is more favorable, Michigan samples being uncommonly good in quality. Foreign reports are not encouraging.

NEW STRAIN OF OATS.

The experiments with oats conducted by Prof. R. A. Moore at the Wisconsin State University Station have extended about twelve years; and this year the strain evolved gave returns of 76 bus. per acre on four acres, being the highest yield ever reached with pedigreed oats at this station. Another variety gave 63 bus. per acre. The oats area of Wisconsin is about 2,000,000 acres; and the College is ready to distribute seed of a number of varieties of oats for experimental work by the farmers themselves.

From Peoria comes the information that "on the Clark properties near Elmwood, in Peoria County, 300 acres of black Garten oats have been harvested this season that ran close to 80 bus. per acre. The variety imported was from England last year; and it proved so successful that a large crop was raised. The husk contains two berries, each well formed and protected by a single blade of chaff."

NOTES ON 1910 SEED CORN.

In Wisconsin a special bulletin (No. 18) of instructions for gathering seed corn has been issued by the University, the text being by Prof. R. A. Moore.

Gov. Eberhart appointed September 12-17 as "Seed Corn Week," and the fact was widely advertised throughout the State in the hope that this public attention drawn to corn would induce farmers to be more careful in the selection of seed.

The Department of Agriculture of North Carolina in view of the growing interest in corn in that State warns the planters that "there is special danger" in taking seed from the "prize acre" patches of the state so much talked of. These peculiar plots are fertilized far in excess of possible duplication by even the ablest and best equipped farmers, thus procuring a series of abnormal yields in order to put "seed corn" on the market. This is bought by the planters who seed it in average normal lands with even extra good fertilization, and still the plant finds itself in soil far below that in which its abnormal development has taken place, and the result is rapid depreciation in the quality and yield. In fact, in the language of Commissioner W. A. Graham, "nubbins" are more than apt to be the result, first or last. The wise planter should select his seed corn from well developed corn that has shown the best capacity of endurance and yield on types of soil such as he himself will cultivate and which has been carefully developed by a culture and fertilization such as he himself expects to apply and that will be in the range of realizing a profit over and above his expense of fertilization. One of the special efforts of the State experiment farms is to develop seed corn that will be best adapted to soils of the section. And the principal purpose of the "acre demonstration farms" that the government is locat-

ing as rapidly as possible in counties is to encourage normal and reasonable corn culture to counteract abnormal and deficient culture—both extremes being detrimental to the best interests of the average corn grower.

FOREIGN SEED REPORT.

R. Liefmann Söhne Nachf of Hamburg, under date August 18, report substantially as follows on the seed crop of Europe and market conditions:

Red Clover.—Carry over, moderate. First cutting has been made, and yielded good results, but a great deal was secured in very wet condition owing to the excessive rain last month. On the other hand, the wet weather has given the second growth a good start, and with dry, bright weather prevailing from now on, there is a chance of the crop turning out pretty well yet, the plants already showing a very rank growth.

White Clover.—A few isolated sections that harvested early secured very nice bright-colored seed. The bulk of the crop, however, is more or less badly stained by rain. The quantity in general is far below an average, hence prices for all grades increased quite considerably lately. Think further advances are sure to come. Old stocks nearly exhausted.

Alsike.—Not much can be said about this article as yet, except that with favorable weather for the coming weeks a medium crop may be looked for.

Crimson Clover.—Crop turned out much worse than was expected, seed being mostly discolored by rain. In consequence high prices are asked for the better lots.

Alfalfa.—Reports from Turkestan, Italy and southern France are favorable so far, while in several central sections of France dry weather is now required. Available seed very short, fine grades being practically exhausted. Not 50 tons are on spot in the whole of Europe. New crop seed is quoted relatively high, the growers still bearing in mind the high values of last season.

Timothy will probably yield much below an average.

CORN SHOWS COMING.

The Texas Corn Growers' Association Show will be given at the State Fair at Dallas.

The Farmers' Institute, with incidental "corn shows," in Missouri, as dated by the State Board of Agriculture, began on August 20 and will run into November. No less than 56 counties will have institutes, several in many.

THE NEW ENGLAND SHOW

L. P. Clore of Franklin, Ind., will act as manager of the New England Corn Show, to be given at Worcester on November 7-12. Other officers and directors of the show are: President, N. Howard Brewer of Hockanum, Conn.; secretary, W. D. Hurd of Amherst; vice president, Glenn C. Seavey of Springfield; assistant treasurer, Burt H. Greenwood of Worcester; Walter D. Ross, president of the Worcester Agricultural Society, and Herbert N. Davison, secretary of the Worcester Board of Trade.

The plan of the show is in general on lines to be followed by the convention in Columbus, O., in January-February, and it is expected that many exhibits of national repute will be exhibited in New England previous to going West. Secretary George E. Stevenson of the National Corn Show Association is reported as working hand in hand with Mr. Clore to secure extraordinary exhibits.

The committee will endeavor to secure the entire exhibit of the Department of Agriculture, including the moving picture show which only recently was added to the Government's exhibit. The pictures, which illustrate operations on the big farms, have never been shown in public, and they will be displayed at the Worcester Corn Show for the first time. Celebrated agriculturists of both this country and abroad, who have seen the pictures at private exhibitions, conducted by the Department in Washington, pronounce them the best, depicting the up-to-date methods of farm industry. The directors rejoice that the Worcester show may have the first opportunity of displaying them.

NATIONAL CORN SHOW AT COLUMBUS.

The Boys' Corn Clubs of the Southern states, representing 46,225 boys, in 600 counties, will send corn to the National Show at Columbus, O., on January 30 to February 11.

Zerferino Dominguez, recognized as the best authority on agriculture in Mexico, and a noted advocate and teacher of modern farming methods, whose specialty is corn, the principal food of the Mexican masses, expects to bring an excursion of students from Mexico to Columbus.

A GEORGIA CORN SHOW.

A corn show will be held at Atlanta, Ga., in November or December under the direction of the agricultural committee of the Chamber of Commerce of Atlanta and members of the Georgia Agricultural Society. Premiums amounting to \$5,000 will be offered. The exhibits will be made in the auditorium.

FIRES-CASUALTIES

An elevator at Raymond, Minn., was struck by lightning and burned to the ground a few weeks ago.

Fire of unknown origin recently damaged the Updike Grain Elevator at Kearney, Neb., to the extent of \$6,000.

The Iron City Grain Co.'s warehouse at Birmingham, Ala., was damaged to the extent of \$2,500 by a recent fire.

The severe storm of August 15th damaged the Occident Elevator at Diesem, N. D. The house has been repaired.

Two warehouses belonging to the Seattle Grain Co., of Seattle, Wash., were burned recently at Espanola, Wash.

An elevator at Heaton, N. D., was blown onto the Northern Pacific tracks by a tornado which swept over that region recently.

The "G" Elevator at Minneapolis, Minn., was struck by lightning September 3, causing a fire which was soon extinguished.

Turner Bros' Elevator, at Elliott, Iowa, containing a quantity of grain and coal, was burned August 27th, causing a heavy loss.

At Willow City, N. D., the Minneapolis & Northern Elevator was destroyed by fire a short time ago. The house will be rebuilt.

A warehouse owned by H. Humenapf & Co., at Stockton, Cal., was completely destroyed by a fire of unknown origin on August 16.

The Wolrath & Sherwood Elevator at Leigh, Neb., was struck by lightning the latter part of August, but prompt action saved the building.

Lloyd Jones, a ten-year-old boy narrowly escaped death recently in a grain bin at Vernon, Mich., into which he was drawn while at play.

The Wellsburg Elevator at Wellsburg, Iowa, was recently destroyed by a fire of unknown origin. The loss is \$9,000, fully covered by insurance.

A fire, probably caused by crossed electric wires, destroyed the establishment of W. P. Burruss & Co., dealers in hay and grain in Wheeling, W. Va.

Two warehouses containing about 100,000 bushels of wheat belonging to the Farmers' Warehouse Co., at Milton, Ore., were destroyed by fire recently.

Sparks from a passing locomotive set fire to the Samuels & East Elevator at Milmine, Ill., recently, destroying 25,000 bushels of grain. The loss is said to be \$25,000.

The Nye, Schneider, Fowler Elevator and coal sheds at Pilger, Neb., took fire from some unknown cause about the middle of August and suffered a loss of \$15,000.

The James Bell Elevator at Osceola, Neb., was flooded recently and between 3,000 and 4,000 bushels of grain was damaged. The Omaha Elevator Co. also sustained some loss.

The Richville Elevator at Richville, Mich., was burned to the ground the latter part of August, causing a loss of \$15,000. The fire was caused by sparks from a locomotive.

Chester Goerlitz, son of Jacob Goerlitz, janitor of Warrick County Court House, aged 15 years, was smothered to death at the Elkhorn Mill, Boonville, Ind., by falling into a wheat bin.

The elevator of the Rock Mill and Elevator Co., at Albert, Kans., was completely destroyed by a fire which started from some unknown cause at the top of the building. It will soon be rebuilt.

Fire destroyed the elevator of the Valley City Milling Co., at Grand Rapids, Mich., together with a large quantity of bran and wheat, which it contained. The Model Mills, near by, were also damaged.

One of the large bin houses of the Hawesville Elevator Co at Hawesville, Ky., broke down under the weight of wheat and corn recently causing a total loss of the building. The grain is being collected in sacks.

Fire broke out in elevator No. 1 of the Globe system at Superior, Wis., recently and for a time threatened the whole building. The damage was confined to the dust room and boiler room, where the fire originated.

The Reliance Elevator at Twin Brooks, S. D., was totally destroyed by fire recently. The water pressure proved inadequate and the fire threatened the town for a while. The loss was \$10,000, but was fully covered by insurance.

Two warehouses were destroyed, the stables, four carloads of wheat and a number of horses were burned in a \$10,000 fire, which started from an unknown cause in the stables of the Acme Milling Co., at Oklahoma City, Okla.

The Ira F. Twist Elevator at Rochester, Ill., was reduced to ashes on August 11 by a fire, caused by sparks from a locomotive. A bucket brigade succeeded in saving the offices. Loss on the house is

\$8,000, which is covered by insurance. The Twist Bros. will rebuild as soon as possible.

A fire of unknown origin recently destroyed the Washburn Elevator Co.'s elevator at Wilton, N. D.

Fire destroyed the elevator at Elizabethtown, Ohio, owned by Early & Daniels, Cincinnati, grain merchants, with a loss of \$85,000. The Big Four passenger and freight station, together with other buildings were also destroyed.

The Farmers' Elevator at Anchor, Ill., was set on fire recently by a spark from an Illinois Central train and completely destroyed. The direction of the wind saved the town from damage. An insurance of \$12,000 covers the loss.

Fire broke out in the warehouse district of San Antonio, Texas, recently, destroying the hay warehouse of R. A. Grant and the buildings of the Tamaline Milling Co., together with many others. The loss of the Tamaline Co. is \$6,000, covered by insurance.

Fire destroyed the large elevator at Ogdensburg, N. Y., owned by the Rutland Transit Co., on August 24, causing a loss of \$200,000. The house contained 100,000 bushels of corn and oats. Burning debris fell on the steamer Bennington, unloading at the elevator, and caused a small blaze on her deck.

OBITUARY

J. G. King, owner and operator of King's elevator at Port Arthur, Ont., died recently at the age of 67.

L. B. Fine, a prominent grain dealer, died recently at Santa Ana, Cal. Decedent was 79 years old and leaves two brothers and a sister.

Adam Mehrer, of Menno, S. D., dropped dead from heart trouble August 22. He was on a trip to Scotland, having turned over his grain business in South Dakota to his son.

Thomas B. Morton, head of the grain trading firm of T. B. Morton & Co., fell unconscious while on the St. Louis Merchants' Exchange in St. Louis, Mo., recently, and died shortly afterwards.

John Williams, of Webster, S. D., died recently at a hospital in Minneapolis. Funeral was held at Clyde, N. Y. The deceased had interests in banks and grain elevators throughout the West.

G. B. Murphy, a pioneer resident and grain man of Carberry, Manitoba, died there August 22 after a long illness. The deceased was a member of the Grain Exchange at Winnipeg. A widow, two boys and three girls survive him.

J. S. Smith, the first man to engage in the mercantile business at Iowa Falls, Iowa, passed away at his home in that city, August 8. He continued in the mercantile business until 1870, when he engaged in the stock and grain business. The deceased is survived by his wife and four daughters.

Mayor Leonard S. Van Vliet, of Oak Park, Ill., 80 years old and formerly a well known member of the Chicago Board of Trade, died August 11 at his residence. He was a delegate to the convention that nominated Lincoln and enlisted when the Civil War broke out. Twenty years ago he became a member of the Board of Trade. He leaves a widow and three daughters.

Timothy C. Coughlin, a prominent member of the Milwaukee Chamber of Commerce, died at his summer home at Pewaukee Lake, Wis., September 5, at the age of 40. He started his career as messenger boy. Later he was employed by John Foley, whom he succeeded, conducting the business under the name of T. C. Coughlin & Co. Three brothers and three sisters survive him.

Peter Doran, a well known grain man, died recently of Bright's disease, at Decatur, Ill., after a five weeks' illness. He was born in Quincy in 1846 but later moved to Litchfield, and then to Morrisonville where he engaged in the grain business for twenty-three years. After moving to Decatur he still continued his Morrisonville business. At the time of his death he was manager of the Farmers' Grain Co. of that place. He is survived by his wife and seven children.

French Weems Smith, head of the F. W. Smith Grain Co., died August 13th at his residence in St. Louis, Mo. Death was due to complications after an illness of two weeks. Deceased was 69 years old. His business career was begun as proprietor of a general store at Dorsey Station, Ill., in 1865. In 1866 he established a grain commission house at St. Louis. From 1885 to 1897 he was president of the Gratiot Street Warehouse Co., and since then has been president of the F. W. Smith Grain Co. He was also a well known member of the Merchants' Exchange. Mr. Smith is survived by his widow, four daughters and two sons.

A farmer near Chillicothe, Mo., got 430 bushels of oats from five acres; another near Kirksville averaged 80½ bushels on an 18 acre tract; a Carthage thrasher says oats thereabout will weigh 40 pounds.

COMMISSION

Walter Beaven, of Chicago, will, after October 1, be connected with Lamson Bros. & Co.

The Home Grain Co., of Minneapolis, has decreased its capitalization from \$150,000 to \$50,000.

The seat of James A. Patten on the New York Stock Exchange was sold recently for \$70,000. The name of the purchaser was not made public.

F. C. Hoose has resigned as assistant manager of the Missouri Grain Co., of Kansas City, to take a similar position with Norris & Co., of that city.

Mr. J. J. Schreiner, formerly with Logan & Bryan on the Chicago Board of Trade, is planning to embark in the independent brokerage business.

C. H. Knapp has sold his grain brokerage business at Lincoln, Ill., to Frank C. Burlingame, of that city, who has been in the business with him for several years.

Fred W. Maynard, formerly wheat trader for Marfield-Tearse on the Chicago Board of Trade, has embarked in the general grain and provision brokerage business on his own account.

Michael Dalton, Jr., formerly connected with the Nashville, Chattanooga & St. Louis Railway, at Nashville, has resigned and gone into the grain business with the firm of J. R. Hale & Sons.

Pierce L. Howe has been elected general manager of the Great Western Elevator Co., of Minneapolis, Minn., to succeed H. E. Douglas, who has been obliged to retire on account of poor health.

McKenna & Rodgers, grain receivers on the Chicago Board of Trade, are operating the Stege Elevator at Mattison, Ill., and will carry on a general shipping business in connection with their receiving business.

Carson, Craig & Co., Detroit, will soon be succeeded by a new firm composed mainly of the sons of Wm. Carson, and the firm may take his name as Wm. Carson's Sons, with offices in the Chamber of Commerce Building.

A. L. Johnstone and A. R. Templeton, formerly connected with the Milwaukee Elevator Co., have organized the new grain commission firm of Johnstone & Templeton, at Milwaukee, Wis. The new firm has opened offices at 405 Mitchell Building, in that city.

C. C. Fields, manager for the last two years of the Kansas City branch of the Norris Grain Co., has been transferred to Winnipeg, Man., where he will occupy a similar position with the same firm. Stephen H. Miller succeeds to Mr. Fields' position at Kansas City.

The firm of W. H. Merritt & Co., of Chicago, has overcome its financial difficulties and has made a settlement most satisfactory to its creditors. The company is now on its feet again and doing business, having been incorporated under the style of W. H. Merritt Company, with a capital stock of \$50,000.

A new general grain commission firm has been formed in Minneapolis as a co partnership between H. A. Wernli of the Cargill Commission Co. and Charles E. Anderson of Watson & Co. Mr. Anderson will have charge of the option department for the new firm and Mr. Wernli will handle the cash grain business.

The Marfield-Tearse Co. retired from the commission business in Chicago on September 1. The concern, which is a Minnesota corporation, will continue to maintain its offices in Minneapolis and Duluth, and operate its string of country elevators, with the terminal elevator at Manitowoc, Wis. The commission branch of the business will henceforth be handled from the northwestern offices. The Marfield-Tearse Co. entered the Chicago field in February, 1906, with R. E. Tearse in charge, and had been successful from the start. In fact it was the growth in the other lines which led to the lopping off of the commission branch in Chicago.

The grain committee of the New Orleans Board of Trade estimates the Louisiana corn crop this year at 50,000,000 bushels, an increase of 12 per cent over last year.

New Orleans for the crop year ended August 31, 1910, exported 1,156,395.40 bus. of wheat and 5,139,206.34 bus. of corn. The wheat total is less than for the previous year, but the corn total is nearly a million bushels greater.

James P. McAllister, grain dealer at Columbus, has filed with the county commissioners a petition with fifty names attached, asking that the question of the establishment of an experimental station in Franklin County, O., be placed before the voters of the county in the next general election. According to the law, a larger percentage of the residents of the county must sign the petition before the question can be brought before the voters, and similar petitions will be circulated in order to bring the one filed up to the requisite number, which is said to be 2,700.

PERSONAL

W. E. Richardson has opened up a grain business at Halls, Tenn.

Mayor F. E. Smith has sold his big elevator and 80 acres of land at Whiting, Iowa, to A. B. Elliott.

G. A. French of Sulphur Springs, Iowa, has purchased a grain and coal business at Cherokee, Iowa.

A. L. Balfour of Minneapolis, Minn., was recently appointed auditor for the Monarch Elevator Co., of that city.

L. H. McCollister, formerly of Mexico, has engaged in the grain business since his removal to Mechanic Falls, Me.

A. A. Sorenson will be associated with his father at Albert Lea, Minn., in the grain business under the title of A. C. Sorenson & Co.

A. H. Hilke has resigned his position at the Minnesota & Western elevator in Belfield, N. D., and will become buyer for David Coutts the coming year.

Sylvester Clark, formerly a prominent figure in the Minneapolis grain trade, and now a resident of Caledonia, N. Y., is visiting his son at St. Paul, Minn.

J. Lester Kingsley, assistant manager of the Pittsfield Grain Co., of Pittsfield, Mass., and Miss Marion B. Warner of Westfield, Mass., were married recently.

George W. Reed of Salina, Kan., has been appointed weighmaster for the State Grain Department at that place to assist R. H. Allerton, grain inspector.

Charles A. Baldwin, who has been with the Stevens Scott Grain Co., of Wichita, Kan., for eight years, has accepted a position as manager of the J. Sidney Smith Grain Co., in that city.

Henry B. Schreiber, a well-known feed merchant and ex-president of the Board of Trade at New Orleans, La., is to be the successor of C. L. De Fuentes as member of the State Railway Commission.

T. B. McManus, for twenty-three years a resident of Crookston, Minn., has severed his connection with the State Board of Grain Appeals to which he was appointed five years ago by the late Governor Johnson.

In order to look after the business of the Sherman Grain Co., of Whitesboro, Texas, J. M. Sherman, senior member of the company, has returned from Collinsville, where he has been conducting a branch office.

David Rothschild, president of the D. Rothschild Grain Co., at Davenport, Iowa, has returned home from a three months' sojourn at several of the renowned resorts of Europe, with his health entirely restored.

J. J. Van Sickle, who has been connected with the hay business of Smith & Fetzer, at Bucyrus, Ohio, for many years, has returned to his home in Newton, N. J., where he has been elected member of the county board.

Bert H. Lang of St. Louis, Mo., was presented recently with an old English lounging chair by his friends at the Merchants' Exchange in return for the courtesies which he extended to the grain men on their outing at that place.

G. A. Whitehead of Owensboro, Ky., has been appointed superintendent of construction of two large elevators to be built at Chicago. He has resigned as general manager of the G. A. Whitehead Co., at Owensboro, but still retains stock in that company.

CHANGES IN COMPANY AGENTS.

MINNESOTA.

Transfers.—H. C. Rose, from Spring Valley to Osirander, Minn.; H. C. Hanson, Andrews & Gage Co., from Brandon to New York Mills; Ray Gore, St. A. & Do Co., from Tenney to Kent; Leonard Garding, Cargill Co., from Long Prairie to Hancock; R. Zeisner, Northwestern Co., from Litchfield to Merriam Park; H. T. Fitzpatrick, N. W. El. Co., from Trent, S. D., to Pipestone; Arthur Erney, from Lansing to Bartlett; Henry Stephenson, from Sargeant to Brownsdale.

Successions.—Gilbert Hoff has resigned and is succeeded by E. O. Peterson, of Edinburg, N. D., at Ashby; G. H. Plomason succeeded by Emil Rosevold, of Wanamingo, at Hardwick, for Davenport Etr. Co.; J. W. Frye by Henry Hanson, of Louisville, for N. W. Etr. Co., at Kerhovev; John Werding by Thos. Maguire, Farmers, at Eden Valley; Peter Schumacher by Abrahms, of Winona, at Dent; Jas. Cody by Chas. Dittis, of Manfred, N. D., at Northfield; H. K. Harrison by Iver Kaasa, for Atlantic Co., at Elbow Lake; G. W. Cowie by R. S. Higgins, Northwestern, at Rothsay; Ross Knuteson by J. F. Malley, of Stewart, for K. & T. Grain Co., Rird Island; Gunder Gilbertson, at farmers' elevator, Burr; G. H. Goodfellow by Stanley Stephenson, of Brownsdale, for La Cross Gr. Co., at Dexter;

Lever V. Moen by E. G. Christgau, of Dexter, for Farmers' Gr. Co., at Grand Meadow; J. E. Nelson by E. P. Luedtke, of Waubay, S. D., for State El. Co., at New Germany; H. T. Hansen by J. Hogan, of Breulford, S. D., Security, at Fairfax.

Resignations.—Frank Finberg, National El., at Clinton; Wm. Klossner, Gt. W. El. Co., at Winthrop; D. S. Cheadle, Interstate El. Co., at Holloway; J. J. Loring, National El. Co., Brandon; Peter Gross, Zempel El., Dumont; Harry Rasmusson, Western El. Co., Bricelyn.

New Appointments.—Albert Anderson, Deimer Pepper Co., at Gonvick; W. H. Annis of Jackson, Northwestern Co., at Murdock; B. F. Bertrand, Farmers', Darfur; A. L. Bremer of Sauk Centre, Lee & Gingery, West Union; John Buchanan of Crandell, S. D., La Cross Gr. Co., Oakland; T. Biever of Crookston, Minn., & Nor. El., Euclid; Herman Carlson, Homestead El., Westbury; J. C. Cross, Renova; M. Conway, Farmers' at Kenneth; Adolph Dreblow, Central Gr. & Coal Co., Blue Earth; C. M. Daie of Wimpleton, N. D., Browns Valley Gr. Co., Beardsley; Chas. Daven of Porter, Farmers' at Burr; Henry Dolan for F. G. Myres at Walkup; E. Driscoll, Great Western at Delhi; Helmer Degerees of Sunda at Carlage Jct.; Hugh Owen for A. E. Erwin at West Union; C. O. Eitesvold, Farmers' at Cyrus; Ed. Follett, Farmers' at Fairmont; Frank Freemont, Wohltheter El. at Fairmont; William Fury, 'Skewis Grain Co., at Kinbrae; Albert Fick to Frontenac; J. Fredlund of Fergus Falls, Federal at Tintah; A. H. Gordon, Farmers' at Hendrum; Wm. Grahlmson of Jeffers, Farmers' at Windorn; G. H. Goodfellow to Fountain; S. Hanson, Hendricks Co-op. El., Hendricks; John C. Hansen, Western at Burchard; Rufus Houser, Farmers' at Granada; Mr. Hunt of Strassburg, Duluth El. at Kandiyohi; J. O'Hara, Gt. Western at Winthrop; Claude Haney at Simpson; Oscar Johnson at Armstrong; O. C. Jacobson of Garrison, N. D., Osborne-McMillen at Elbow Lake; A. P. Jasinski of Canby at Pipestone; Ralph Kempf of Goodhue at Welch; Gust Leeman of Granada, Rippe El. at Welcome; J. O. Lund of Bricelyn, Western at Frost; H. G. Luhman at Viola; Denis Lynch of Hayfield, Farmers' at Stewartville; A. S. Larson of Flora, Northwestern at Ihlen; H. B. Lee of Sheylin, Diemer-Pepper Co. at Trail City; Peter Melby of Tyle, Northwestern at Ruthton; A. M. Nelson, Security at Clarkfield; J. T. Nutting of Clarisa, State at Grove City; Herman Nett of Lake Windom, Hubbard & Palmer at Hadley; Thos. O'Morrow, Stephenson at Sargeant; Andrew Bye, Northwestern at Halstad; Chas. Persey for Peter Maurin, Elizabeth; Henry Peschkew at Bongard; Frank Rosso of Crocur, N. D., Winter-Truesdell-Aimes at Holloway; Lars Reinboldt of Arco, Atlas at Tyle; John Skog of Clinton at Milan; Albert Stolte of Elmore, Hubbard & Palmer at Winnebago; Fred Smith of Hope, N. D., at Donnelly; Geo. B. Smett of Lewisville, Mutual at Triumph; J. C. Sullivan of Blue Earth, for R. L. Honk, Good Thunder; E. L. Schwartz, Benson at Miloma; C. M. Serurer of Holland, Interstate at Holloway; W. O. Tilman, Davenport Co. at Wilmont; J. F. Tracy of Hettinger, N. D., Columbia at Weed Lake; J. A. Wilson of Watertown, Schwantes & Kunderling El. at Two Big Stones; Benj. Weglage of Melrose, Woodworth Co., Greenwald; Chas. E. Welsh, Cargill at DeGraff; C. M. Whitney of Beaver Creek, Davenport Co. at Kanaranzi; John M. Wold, Western at Ostroria; Thos. Wallace of Faribault, Sheffield at La Sueur Center.

NORTH DAKOTA.

Resigned.—Fred Castle of Voltaire has resigned to go to Iowa; John Algeo, from St. Anthony & Dakota at White Earth; John Robinson, from Imperial at Brocket.

Successors.—Gust Zimmerman succeeds Mr. Pfening at Streeter; J. S. Broberg succeeds Julius Bakum at Farmers' at Taft; Frank F. Harris of Graceville, Minn., succeeds Mr. Holm at Ryder; John Bogstie of Weaver succeeds Mr. Bjerkea, St. A. & Dak., at Osnabrook; Carl Millem of Webster, S. D., succeeds Swan Swanson at Johnson Eltr. at Marion, O.; J. W. Overton succeeds B. McCollough at Independent El. at Cogswell; C. A. Aafedt succeeds Fitz Harris at Ryder.

Transfers.—F. Smith, St. A. & Dak. Co., from Hope to Donnell, Minn.; Wm. Hutsiniller, McCartney-Marshall Co., from Oakes to Forbes; Ole Braaten, Powers El. Co., from Streeter to Alfred; S. A. Dale, Lyon El. Co., from Montpelier to Lang; C. E. Alford, Thorp Co., from St. Thomas to Hensell; M. D. O'Neill, Cargill Co., from Kiddle to Sherwood; L. H. Miller, Bagley Co., from Edgely to Enderlin; J. C. Larsen, Occidental Co., from Velva to Grano; Fitz Harris, Minnkota El., from Ryder to Fonda.

New Appointments.—H. Bergman of Deisem, at Powers El., at Kulm; Ole Bierken of Osnabrook, Farmers at Melton; J. A. Byington, Farmers' at Sawyer; W. H. Beacham, Olsen & Sons at Leal; O. J. Brown, Farmers' at Ellendale; G. A. Bohn, Heising El. at Deering; S. Berg, McCabe Bros. at Carbury; E. A. Bisbee at Edgely; W. D. Bert, State El. at Walhalla; N. Beaudoin, Duluth El. at Thorne; Chas. Boltz, Atlantic El. at Kramer; M. J. Cullen of Norwich, Farmers' at Tioga; Eli Char-

bineau, Spalding El. at Hope; Earle Champlin at Drake; A. L. Edmunds, Minn. & W. at Braddock; F. Ehler, Occident at Antelope; Elmer Eaton at Paulson's Siding; H. W. Glade, Powers Co. at New Rockford; R. J. Hunter, Farmers' at Deering; O. Harlen, Farmers' at Glenburn; Thos. Hennessey, McCabe Bros. at Loraine; Ralph Hay at Beach; Alex. Hamilton, America Co. at Langdon; J. N. Johnson of Owego, Empere El. at Bowman; A. A. Kochlein, Farmers' at Gardenna; John H. Karr, Farmers' at Plentywood; G. L. Lieb and John Simmet, Johns El. at Denhoff; Julius Milbreak at Ina; J. J. McGraw of Park Rever, Farmers' at Granville; H. V. Nichols, Monarch Co. at Coburn; Wm. Peterson, Independent El. at Nome; Paul Rossback of Platte, S. D., Farmers' at Reeder; John Stutzelberg of Clara City, Minn., at Wapeton; A. N. Sorbo of Montrose, Farmers' at Crosby; N. J. Steffen of Buffalo, Farmers' at Beefield; C. Schmanski, Bagley El. at Reeder; T. Thompson, Farmers' at Grand Harbor; C. C. Wismann, Great Western at Goodrich; M. N. Zeches of Velva, Equity El. at Jamestown.

SOUTH DAKOTA.

New Appointments.—C. McConnell at Bryant; O. G. Haugen, manager for Joel McKee at Bradley; Edgar F. Evans, Van Dusen El. at Brookings; O. R. Lundahl of White Rock, Miller Co. at Olivia; A. E. Connor, Lexauer El. at Brookings; S. Dittmanson, Farmers' at Summit; Jas. Blevins at Chelsea; Arthur Ingle, Eagle El. at Crandall; Walter Rudd, Potter, Garneck & Potter at Orient; J. A. Wilson, Schwantes & K. El. at Big Stone; Ed. Pearce of Ellendale, N. D., Farmers' at Junius; L. B. Walker of Wilmot, Empire El. at Summit; Elmer Graves at Appleby; Frank Wendt of Sisseton, Farmers' Exchange at Webster; A. R. Larson of Wild Rice, N. D., Bagley El. at Webster; Hall Plowman, Gunder Lundehouse at Oldham; Geo. Colton of Volga, Van Dusen El. at Brookings; F. H. Ainsworth, Atlas Lumber Co. at Aurora; J. H. Dix at Graven; H. R. Coulson, Ostrort El. at Lake Preston; Jos. Wigdahl, Cargill El. at Claremont; H. B. Erickson, Atlas L. Co. at Dempster; Ed. Van den Berg, Wait & Dana at Corsica.

Transfers.—Ed. N. Rice, Columbia Co., from Langford to Pierpont.

Successors.—Jacob Palmquist, National Co., succeeds Eric Aspen, Brown Co. El. at Langford.

Illinois.—John Goemle will manage the Strawn Farmers' El. Co. at Risk. Fred Waterstreet is managing the Winnebago Produce & Supply Co. at Alworth.

Washington.—G. R. Patterson of Farmington is head buyer for Campbell, Sanford & Henley Co. at St. John; C. H. Thiemans in charge for Everett Gr. Co. at Spanola; J. F. Griffith in charge for Seattle Gr. Co. at Espanola; T. W. Amos of Colfax succeeds W. D. Henry as manager for Houser & Co., Pullman.

Wisconsin.—E. Schwedle, Superior, will travel in the Dakotas for Minneapolis Malting Co.; I. Q. Sessman will open the Cargill El. at DePere; Samuel Hall of Manitowoc will buy for Kriwanek Bros. Co. at Denmark; J. C. Parul succeeds John J. Fellers, Cargill Co. at Denmark.

Alberta.—R. J. Smith of Stanley buys for Alberta Pac. El. Co. at Daysland.

Nebraska.—Wm. Kelly succeeds J. H. Flock for Crowell L. & G. Co. at Blair; John Herrold of Bee removes from Seward to manage for Central Granaries at Tamoa; Benj. Jenkinson of Archer will go to the Farmers' Co. at Sheldon; E. R. McElwain has the Nye-Schneider-Fowler Co. at Blencoe.

Iowa.—Chas. F. Wagner of Storm Lake goes to DeWolf & Wells Gr. Co. at Marathon; G. R. Clark of Gilman goes to the Farmers' at Oelwein; Chas. Streiter to Farmers' at Lanesboro; Wm. Jenks of Ames to Farmers' at Gilbert; Fred. Roberts of Hector, Minn., to Reliance El. at Everly; W. J. Moore of Gowrie goes to Easley; Ira Syck of Brownsdale, Minn., to Hunting Co. at Charles City; L. Broderick at Sibley.

Montana.—T. H. O'Connell at Wibeaux; Clyde Fraley at Bainville; Henry Hegham at Hobson; D. Anderson at Froid.

Oats are generally a domestic proposition. We usually export only a fraction of 1 per cent of our crop. Russia is czar on oats with United States a close second. Our 1910 crop is record-breaker, being 1,023,000,000 bushels, against 1,007,000,000 a year ago. Russia had 1,026,000,000 bushels last year, the largest oat crop ever raised. Two years ago they had 844,000,000. Germany had 496,000,000 last year and France 332,000,000.—C. A. King & Co.

One of the most interesting features of the fair at Great Falls, Mont., on September 19-23, will be the exhibit of corn grown in the competition arranged by James J. Hill, who offered a cash prize of \$1,000 to the winner. The competition was open to young people under 18 years of age, and there are 600 contestants. It was open to all the state and there will be shown exhibits from nearly every section of Montana. Mr. Hill contends that Montana can grow just as good corn as is grown in the Dakotas or Minnesota, and he hopes by this contest to increase interest in the industry.

CROP REPORTS

Reports indicate that the corn crop in Ohio will be far below normal.

The Hungarian Minister of Agriculture estimates the world's wheat crop for 1910 at 3,636,000,000 bushels.

It is estimated that South Carolina will produce 50,000,000 bushels of corn this year, a record-breaking crop.

The Nebraska corn crop has now been placed at 174,000,000 bushels, a decided increase over the estimates made in August.

Secretary G. J. Gibbs of the Texas Grain Dealers' Association estimates this year's corn crop in that state at 125,000,000 bushels.

The Commercial Review of Portland, Oregon, estimates a total wheat crop in Oregon, Washington and Idaho of 50,675,000 bushels, with a carry-over of 10,000,000 bushels.

Corn condition in Michigan on September 1 is placed at 81, against 79 last month and 86 a year ago. The wheat yield in Michigan is 19 bushels per acre, against 18 last year.

The Kentucky September report shows corn condition of 73 against 70 in August, and 86 last year, when crop turned out 103,000,000 bushels. The wheat quality is put at 78, indicating a crop of 9,400,000 bushels.

Drouth the past month caused a decline in Oklahoma corn, according to the September report, which places the condition at 56, against 64 in August. Condition last year was 55 and crop turned out 101,000,000 bushels.

Missouri September corn condition is placed at 82, as against 82.2 last month and the ten-year September average of 76.8. Crop last year, 198,000,000 bushels. The yield per acre for Missouri is put at 13.7 bushels against 15 last year.

Director Chappel of the Iowa Crop Bureau estimates that one-third of the Iowa corn crop will be safe from frost on September 15, 60 per cent on September 25 and 95 per cent on October 10. Two-thirds of the corn is in excellent condition, with an average condition of 89.

The National Agricultural Society of Mexico estimates a larger corn crop in that country than for many years. In the states of Tamaulipas, Chihuahua and Nuevo Leon, a particularly large crop is expected. The Mexican Herald predicts that Mexico will import no corn this year.

In Ontario the fall wheat is estimated at 19,705,837 bushels, against 15,000,000 bushels last year, and spring wheat at 2,433,456 bushels, against 2,223,000 bushels last year. Oats placed at 100,064,428 bushels, against 90,235,579 bushels last year. Quebec's new crop oats is also reported very fine.

Secretary Frank O. Fowler of the Northwestern Grain Dealers' Association reports that this year's grain crop in Northwestern Canada will be about 106,000,000 bushels, with an average yield of 12.6 bushels per acre under cultivation. The total in Saskatchewan is put at 161,912,000 bushels.

Report of the Illinois Grain Dealers' Association from 491 stations north of Vandalia line make corn condition 92.5. Eighteen reports say crop is ten days to three weeks late. Four hundred and ninety-seven stations report that 13.7 per cent, or 50,600,000 bushels of old corn is still in farmers' hands. Four hundred and ninety-nine stations report oats yielding 41.7 bushels per acre, with 2.12 per cent, or 3,370,000 bushels of old-crop oats still in farmers' hands.

THE GOVERNMENT REPORT.

The Crop Reporting Board of the Bureau of Statistics estimates the average condition of corn on September 1 was 78.2, as compared with 79.3 last month, 74.6 on September 1, 1909, 79.4 on September 1, 1908, and 79.5 the ten-year average on September 1. Comparisons for important corn states follow:

States	CONDITION.			Per Cent of U. S.
	Sept. 1, 1910.	Sept. 1, 1909.	Ten-Year Avg.	
Illinois	86	84	83	9.3
Iowa	82	79	82	8.3
Texas	75	55	71	7.9
Kansas	59	57	68	7.8
Missouri	83	68	78	7.2
Nebraska	68	68	78	7.1
Oklahoma	50	47	73	5.1
Indiana	85	91	84	4.5
Georgia	88	88	85	4.0
Ohio	72	87	83	3.5
Tennessee	85	73	80	3.3
Kentucky	82	83	84	3.2
Alabama	92	76	81	3.1
Mississippi	93	69	76	2.8
North Carolina	86	79	83	2.7
Arkansas	91	65	77	2.5
Louisiana	90	87	80	2.2

South Carolina	86	82	79	2.1
South Dakota	82	90	84	1.9
Virginia	82	75	86	1.9
Michigan	77	84	82	1.8
Minnesota	83	92	84	1.5
Pennsylvania	78	64	84	1.4
Wisconsin	75	82	83	1.4

United States 78.2 74.6 79.5 100.0
The average condition of spring wheat when harvested was 63.1, as compared with 61.0 last month, 88.6 when harvested in 1909, 77.6 in 1908, and a ten-year average when harvested of 78.0.

The average condition of the oat crop when harvested was 83.3, against 81.5 last month, 83.8 when harvested in 1909, 69.7 in 1908, and a ten-year average when harvested of 79.5. Comparison for important oat states follow:

States	CONDITION.			Per cent of U. S.
	Sept. 1, 1910.	Sept. 1, 1909.	Ten-Year Avg.	
Illinois	94	90	78	13.0
Iowa	100	80	78	12.5
Minnesota	67	91	83	8.0
Nebraska	78	74	73	7.6
Wisconsin	70	89	84	6.7
Indiana	94	83	78	5.5
Ohio	94	84	83	5.1
North Dakota	25	88	80	4.7
Michigan	83	78	84	4.4
South Dakota	66	87	87	4.3
New York	93	78	87	3.9
Kansas	91	83	66	3.4
Pennsylvania	97	76	82	2.9

United States 83.3 83.8 79.5 100.0

The September report shows an indicated total corn crop of 2,899,000,000 bushels, wheat crop of 676,000,000 bushels, and an oat crop of 1,045,000,000 bushels, the largest on record for the latter. In detail the indicated crops are:

—Yields—			
Grain—	Acreage, 1910	Sept., 1910	Final, 1910.
Winter wheat	29,044,000	458,000,000	446,366,000
Spring wheat	19,742,000	218,000,000	290,823,000
Total wheat	48,786,000	676,000,000	737,189,000
Corn	114,083,000	2,899,000,000	2,772,376,000
Oats	34,380,000	1,045,000,000	1,607,353,000
Rye	2,155,000	32,088,000	32,239,000
Barley	7,057,000	152,000,000	170,284,000
Flax	3,103,000	16,500,000	25,856,000
Hay	45,005,000	60,116,000	64,938,000

The report makes clover seed condition on September 1, 78 against 76 last year, with an acreage 116 per cent.

The preliminary estimate of the yield per acre of hay is 1.34 tons against 1.42, the final estimate of 1909 and a ten-year average of 1.44. The average quality is 92.5 against 93 last year and a ten-year average of 90.8. The total indicated production is 60,116,000 tons against 64,938,000 tons finally estimated in 1909.

FRED KING ON SPECULATION.

Fred King is a promising son of his father, Frank F. King, and a chip of the "old block," his grand-sire, C. A. King. He sermonizes, like his father, and takes kindly to speculation, which in a recent sermon he called "the dynamo of the business world." However, he has much of the Solomon wisdom of the house: "Stop, look and listen before you indulge," he warns you. "Speculation is not a sure cure for poverty. Don't speculate unless you can afford to lose. Most people figure upon what they would like to make, rather than what they can separate themselves from without pain. Borrowed money is generally a hoodoo. In speculating always prepare for the worst. It occasionally happens. Don't try to trade every day. Wait for a golden opportunity. Accept fair profits; don't be a hog. Don't let a good profit run into a loss. The unexpected happens frequently. Limit your losses. Better be a live coward than a dead hero. Select your broker with care. Take one who makes a specialty of trading in futures. Consult Dunn or Bradstreet for their financial standing. Get wise before you invest."

Superior received her first cars of new grain. 1910, on August 9—a mixed car of wheat and barley.

The Oklahoma Agricultural College and the Rock Island System in that state send a special instruction train through Oklahoma during the present month. This train visited all the important towns in the state at times when farmers' institutes were in session. Five cars composed the equipment; and in each car expert lecturers provided by the Oklahoma Agricultural College gave lectures and demonstrations on growing better wheat. Exhibits were made with different grades of wheat, the flour made from each grade and the loaves of bread made from each kind of flour. The train left Guthrie on Monday, September 5, and was out about ten days.

The Ellis Drier Co.

Correctness of Principle

coupled with efficient general design has given the Ellis Drier the enviable reputation of being the most powerful and practical grain drier ever constructed. Our new catalogue deals plainly with the above points and will be sent for the asking.

Ellis Dried Is Nature's Nearest Way

Postal Teleg. Bldg.

Chicago U. S. A.

The CO-OPERATIVES

The farmers' elevator at Beach, Mont., paid a 50 per cent dividend.

The Regina Farmers' Elevator Co., Regina, Sask., paid a dividend of 6 per cent.

The Elbow Lake Grain Co., Elbow Lake, Minn., passed its dividend in order to repair the elevator.

F. J. Trotter has been arrested on a charge of embezzling funds of the Farmers' Elevator Co. of Deering, N. D.

The Farmers' Elevator Co. of St. James, Minn., has been compelled to reorganize. The property of the old company was sold by order of court on August 20 and bid in by the new company at \$3,500. The new company also bought all the hard and soft coal, the oil meal, grass seed, etc., at invoice price. Some of the other property was bought by individuals. The new company has engaged Carl Serklund as manager and is now ready for business.

WESTERN CANADIAN FARMERS.

A convention of farmers of Alberta and British Columbia was held at Vancouver on August 20-21, to consider the matter of hay inspection and a terminal elevator for bulk grain on Pacific waters. After a lengthy discussion of the hay problem, the following resolution was adopted:

"Resolved, That representations be made to the Dominion government pointing out the unsuitability of the present standards of hay for Alberta and British Columbia and the necessity of a suitable standard of quality for hay, if the hay industry of Western Canada is to reach its highest state of development; such standards to give grades for timothy, clover, alfalfa, brome, wild native hay, and any other varieties which are necessary for the business of the West; and that competent inspectors be appointed to carry out the provisions of the Inspection and Sales Act in regard to the inspection of hay.

"Further, that a committee consisting of the representatives of the United Farmers of Alberta, British Columbia farmers and hay commission merchants be appointed to draft the proposed grades of hay and if same are suitable, that the government be requested to add same to the Inspection and Sales Act.

"Further, that the Department of Agriculture for British Columbia and Alberta be requested to give their assistance in securing these amendments to the act.

"Further, that the committee appointed, consult the hay interests of Saskatchewan and Manitoba in preparing the proposed grades of hay."

On the terminal elevator question no action was taken. Captain Worsnop of the Canadian Mexican S. S. Line stated that he had private plans for an elevator plant, but the Alberta farmers seemed to favor government-owned elevators. The convention apparently thought the shipment of wheat to Europe by the Tepauntepee railway route was advisable if proper arrangements could be made as to rates.

SHORTAGE IN SCREENINGS.

Grain screenings cleaned out of wheat and flax by the mills and elevators were but a few years ago considered of little value, but actual feeding tests, as well as chemical analysis, have so conclusively proven their high value as a food for animals, especially sheep and dairy cattle, that the prospective supply is a matter of concern to all who are interested in any way in feeding stock. It is, therefore, important to note the dockage in grain this year, at Minneapolis, as compared with other seasons, says the Market Record.

It will be noted that on August 11, out of 106 cars of wheat inspected by the state, and taken in rotation from the records, 61 cars showed dockage of ½ lb. or less. On August 12, out of 200 cars of wheat 101 cars showed dockage of ½ lb. or less.

Reports from country stations throughout the Northwest show that in some localities where the weeds have been a pest for years, and where dockage in wheat last season ran from 3 to 6 lbs., the dockage this season is not to exceed ½ lb. and in many cases the wheat is inspected without dockage.

The statement is made by a number of the Minneapolis grain men that the wheat crops of the Northwest this season are more free from weeds and dockage than any season they have ever known. This condition is also true of barley and oats, which proves the theory of grain experts last spring, that the late frosts would kill the weeds in the grain, is in a large measure correct and that the drought conditions which have prevailed throughout the Northwest have been unusually unfavorable to the growth of those weeds which survived the frosts. The best authorities estimate the total available supply of screenings from this year's crop of grain to be not to exceed one-half of the total of last season and a large number of

grain dealers place the figure at one-quarter of the usual output.

This is a blessing in disguise to the grain growers of the United States as well as those of the Canadian provinces, Manitoba, Saskatchewan and Alberta, but it will make very much less tonnage for the Minneapolis dealers to handle, as in addition to the shortage of the dockage on the grain many people in the country this year are cleaning their grain and feeding their screenings to their own live stock. The country mills also, owing to the scarcity of fodder in their locality, will dispose of all of their product locally and discontinue shipping their screenings to Minneapolis, as screenings are selling under the price of good wild hay.

For a number of years past thousands of tons of grain screenings have been ground in this country and exported to Germany, Holland, Belgium, Denmark and the British Isles for cattle and sheep food. The feeders of Europe have learned to utilize everything of which the food value has been proven, by feeding their animals along scientific lines, and they have been good buyers of these products.

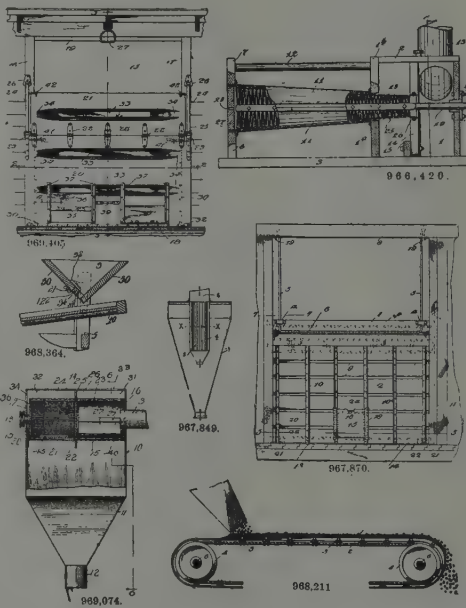
The result of the shortage in the dockage in grain this year will no doubt eliminate the possibility of the United States exporting screenings product this year and we will lose a large part of this trade for the present, but the fact of our grain fields being relieved of the pest of weeds will more than offset this loss.

LATE PATENTS

Issued on August 9, 1910.

Bag-Cleaning Machine.—Edward L. Buschman, East Orange, N. J. Filed July 27, 1908. No. 966,522.

Machine for Cleaning Dust Collector Tubes.—Dedrick G. Becker, Minneapolis, Minn. Filed January 27, 1910. No. 966,420. See cut.



Grain-Door for Railroad Cars.—Julius J. Sands, Fremont, Neb. Filed March 1, 1910. No. 966,476.

Seed-Corn Tester.—Robert Hales, Garfield Township, Sioux County, Iowa. Filed May 13, 1910. No. 966,742.

Regulator for Grain Heaters.—August J. Kogler, Milwaukee, Wis. Filed September 7, 1909. No. 966,564.

Issued on August 16, 1910.

Grain Door for Box Cars.—Silas Tappin, Webster, S. D. Filed November 3, 1909. No. 967,856.

Grain Door.—Edgar B. Gilleland, Wichita, Kan., assignor, by mesne assignments, to the Automatic Steel Grain Door Co., Pierre, S. D. Filed April 28, 1909. No. 962,870. See cut.

Grain Measure.—Alexander Cosford, Oak Lake, Manitoba. Filed September 21, 1908. No. 967,172.

Dust Collector.—Isidor Steiner, Munich, Germany. Filed January 3, 1910. No. 967,849. See cut.

Weighing Machine.—Joseph W. Allison, Ennis, Texas. Filed December 20, 1909. No. 967,299.

Automatic Weighing Machine.—Stanislaw Ciarkowski, Jersey City, N. J., assignor of one-fourth to Sofia K. Ciarkowski, Jersey City, N. J. Filed September 4, 1909. No. 967,868.

Issued on August 23, 1910.

Grain Door for Cars.—Frank A. McComber, Marshalltown, Iowa. Filed June 8, 1910. No. 968,387.

Conveyor.—Edwin E. Vrooman, Hyattsville, Md. Filed June 6, 1903. No. 968,211. See cut.

Feed Regulator for Grain Separators.—William W. Keran, Camargo, Ill. Filed August 18, 1908. No. 968,364. See cut.

Issued on August 30, 1910.

Dust Collector.—Orville M. Morse, Jackson, Mich.; Sarah G. Morse, special administratrix of said Orville M. Morse, deceased. Filed June 9, 1909. No. 969,074. See cut.

Issued on September 6, 1910.

Machine for Comminuting Alfalfa and like materials.—Adolphus M. Allen, Minneapolis, Minn., assignor to Allen Alfalfa Mill Co., Minneapolis, Minn. Filed October 23, 1908. No. 969,739.

Alfalfa Feed Mixture.—Edwin Gloor, Webster Groves, Mo., and William W. Pascal, St. Louis, Mo., assignors to Commonwealth Feed Mills, St. Louis, Mo. Filed December 20, 1909. No. 969,267.

Door for Grain Cars.—William G. Craig, Marshalltown, Iowa, and Aubrey R. Ramsdell, Toledo, Iowa. Filed April 30, 1910. No. 969,604. See cut.

Grain Door.—Edward Posson, Chicago, Ill., assignor to Grain Belt Car Specialty Co., a corporation of Maine. Filed October 25, 1907. No. 969,405. See cut.

Grain Car Door.—Anton C. Smith, Winnipeg, Manitoba, assignor of one-third to Thomas J. Holland, Winnipeg, Manitoba. Filed August 5, 1909. No. 969,730.

Sectional Grain Heater.—August J. Kogler, Milwaukee, Wis. Filed September 7, 1909. No. 969,484.

Grain deliveries on contracts at St. Louis were made on September 2 instead of September 1 in order to gain an additional day. Under the rules of the Merchants' Exchange, on all sales of bulk grain on elevator receipts, the buyer is entitled to five days' free storage. If the deliveries had been made on Thursday there would have been only one full day and Saturday, which is a half holiday, in which to dispose of the grain or ship it, Monday being a legal holiday, Labor Day. In order to gain an additional day in which to dispose of the grain before storage charges would accrue, the buyers arranged with the sellers to have the deliveries made on Friday, September 2, which will permit the shipment of the grain on Tuesday without extra cost.

For Sale

[Copy for notices under this head should reach us by the 15th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE OR RENT.

A 20,000 bushel elevator at Washburn, N. D., for sale or rent. In the best of condition. Reason for selling, too much other business. Address

PAUL S. MEYER, Washburn, N. D.

NORTHERN KANSAS ELEVATOR FOR SALE.

Elevator in fine farming district in northern Kansas for sale. Only grain business in town. Good crop prospects this season. Address

KANSAS, Box 8, Care of "American Elevator and Grain Trade, Chicago, Ill.

NEB. ELEVATOR FOR SALE OR TRADE

Eastern Nebraska elevator of 15,000 bushels capacity for sale; or will trade for land. Have so much other business that I cannot handle it. Coal business with 14 bins in connection with elevator. Address

GEO. E. HOTCHKIN, Minden, Neb.

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Grain and Provisions, Shippers of Corn and Oats

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Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address.

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For sale at a bargain, elevator and warehouse located in one of the best towns in northern Wisconsin; finest hay, grain and potato section in the state. Capacity 70,000 bu. grain; 50,000 bu. potatoes; 600 tons of hay. For further particulars address

FARMERS' PRODUCE CO., Chippewa Falls, Wis.

NORTH DAKOTA ELEVATOR FOR SALE.

Fine first-class grain elevator in Cavalier county, N. D., for sale. Good reason for selling. Can give possession at once. Elevator in first-class repair. You will have to hurry to get this. Will make terms. Address

O. P. R., Box 9, Care of "American Elevator and Grain Trade," Chicago, Ill.

FINE WAREHOUSE AND CHOP MILL FOR SALE.

A \$30,000 brick warehouse and 65x140 chop mill for sale. Storage about 60 cars hay, 10 cars grain. Complete grinding equipment, electric power. Elevator scales. Private switch 186 ft. with 10-foot loading and transfer dock. 44x150 vacant adjoining. Good will and long established business goes with property. Increasing in value all the time. A snap for man who wants to step right into an old established and paying Hay, Grain and Mill Feed business, Wholesale Retail, Commission and Shipping. (Alfalfa trade alone is an attractive business.) Terms easy. Reasons for selling, have made enough and want to retire. For full particulars address

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Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

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One 34 H. P. Miami Gas or Gasoline Engine for sale. In good running order.

STRAUB MACHINERY CO., Cincinnati, Ohio.

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One No. 2½ Combined Western Warehouse Sheller for sale; capacity 400 to 600 bushels per hour. Good as new, but too small for our mill. Will sell cheap. Address

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Second-hand flour mill machinery in good condition, for 250 to 300-barrel mill wanted for cash. Make price with and without steam plant. Address

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An 80 H. P. New Erie Dayton Gas Engine for sale cheap. Guaranteed to be in good condition. Good reason for selling. Address

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Four round galvanized iron tanks in good condition, suitable for grain. Hoppered at the bottom; 6 feet in diameter; 8 feet high.

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A 25 H.P. Olds Gas Producer Engine and generators for sale; complete in good running order. Cost \$2,500 new; will sell cheap.

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Modern railroad track scale for sale. In first-class condition. Address

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Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

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Slightly used or rebuilt scales, guaranteed in good condition, at half price. 100 ton, 42 ft., 50 ton, 44 ft. Standard; 80 ton, 42 ft. and 60 ton, 38 ft. Fairbanks; 10 ton, 14 ft., 6 ton, 14 ft., 5 ton, 14 ft., Fairbanks wagon; 3,500 lb. Dormant, Fairbanks, several portable scales; all offered subject to prior sale; also new scales; all sizes to 200 ton capacity, for sale or exchange.

THE STANDARD SCALE CO., 1345 Wabash Ave., Chicago, Ill.

Grain and Seeds.

FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products.

ANSTED & BURK CO., Springfield, Ohio.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

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WANTED.

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

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WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

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And take contracts either for material alone or job completed. Write us for prices. We can save you money.

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Room with detached bath: \$3.00 to \$5.00 per day
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Two Connecting Rooms with Bath

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Suites

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All rooms at \$5.00 or more are same price for one or two persons

Headquarters for National Grain Dealers Association Meeting, Oct. 10, 11 and 12, 1910

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CAPITAL \$50,000.00

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**GRAIN, HAY, SEEDS
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We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal advances.

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Warren Commission Co. GRAIN

Will look carefully after consignments.

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CONSIGNMENTS SOLICITED

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FORBELL & KIPP Commission Merchants

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We are Specialists in these grains and
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We buy F. O. B. your station for
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Personal attention to consignments.
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Specialists on handling consignments
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futures.
Pay Drafts promptly on all consign-
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Grain Commission and Brokerage
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Elevator Capacity 2,000,000 bu.
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BUYERS AND SHIPPERS
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Our Speciality: Recleaned Illinois Shelled Corn
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Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

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8 Board of Trade

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GRAIN AND HAY AND SEEDS

305 and 306 Chamber of Commerce, ST. LOUIS

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SEND YOUR GRAIN TO US—
BECAUSE WE ARE BOTH PRACTICAL GRAIN MEN AND ARE

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THEREFORE WE GET YOU BEST RESULTS

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Hay, Straw and Grain

COMMISSION MERCHANTS

Correspondence and Consignments Solicited. . . Market Reports on Application. 66 Board of Trade CHICAGO, ILL.

Grain bought and sold for future delivery.

Consign your Grain and Hay to

The Live Ones

EATON, McCLELLAN COM. CO.

25 years experience in the commission business.

A. F. EATON, Pres.

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Fireproof Concrete Grain Elevators



Macdonald Engineering Co.
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Fireproof Grain Elevators



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Designs and estimates promptly furnished
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ELEVATORS**
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Concrete

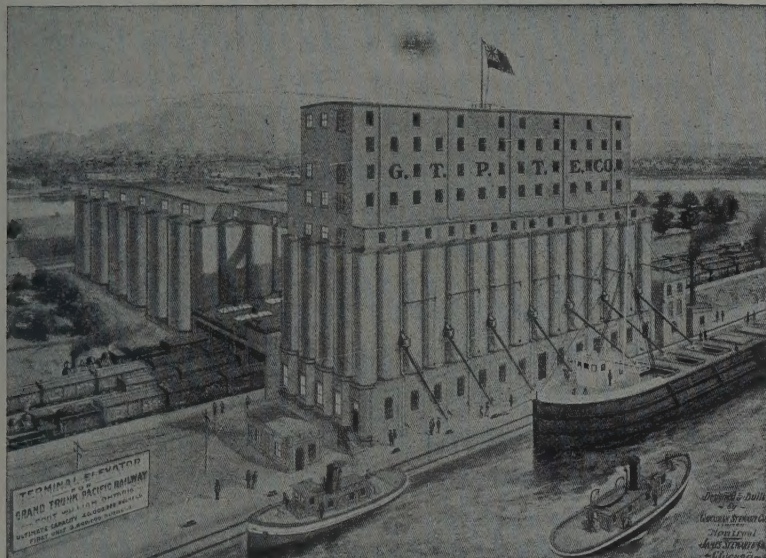
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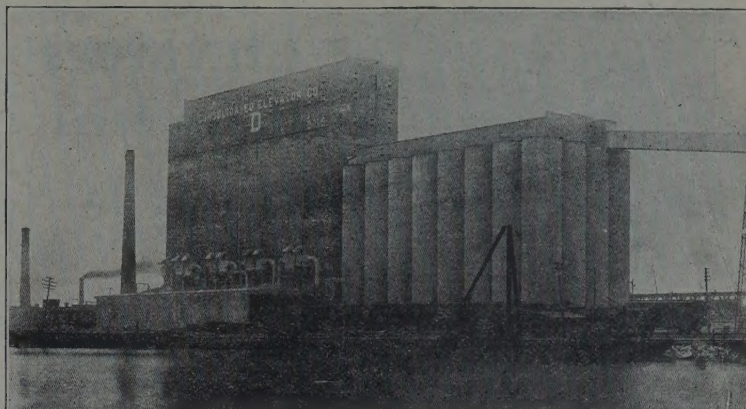


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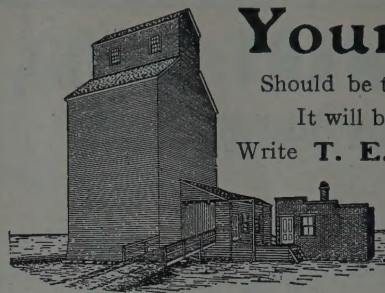


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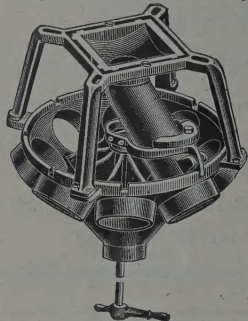
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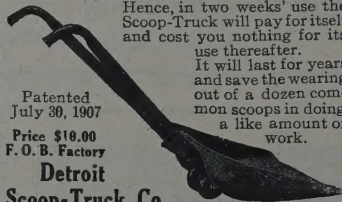
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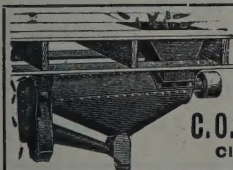
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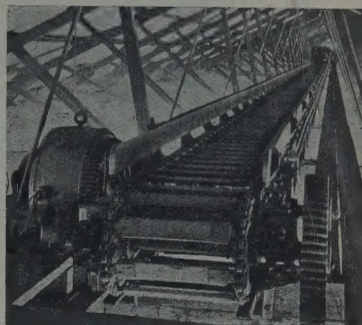
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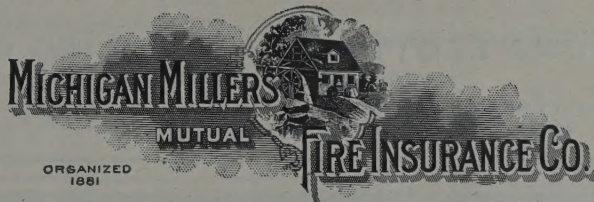
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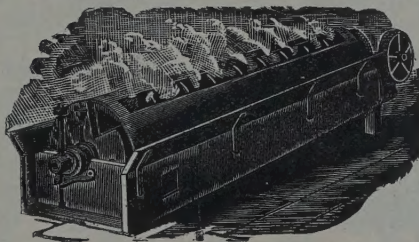


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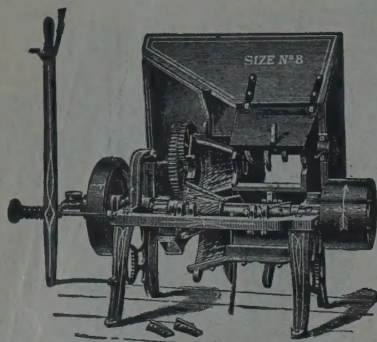
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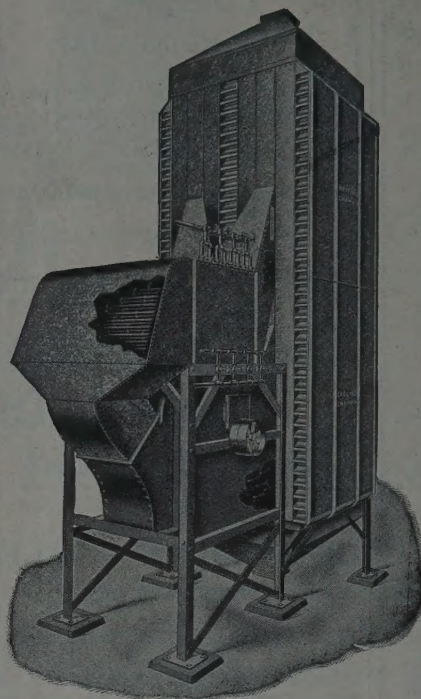
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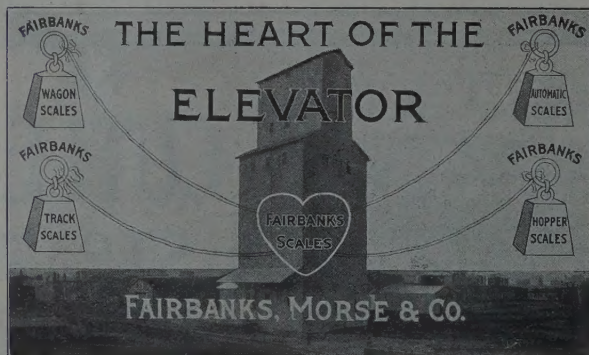
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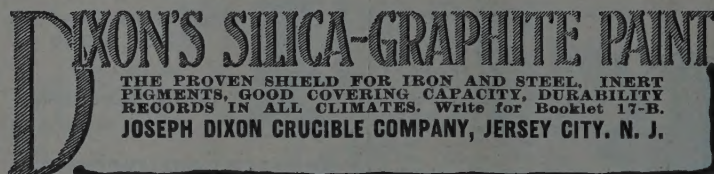
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